



Republic of the Philippines  
**DEPARTMENT OF ENERGY**  
Project Management Office  
**PHILIPPINES RURAL POWER PROJECT**

**Republic of the Philippines**  
**Rural Power Project - GEF Grant No. TF 052188**

**Consultant Services**  
**REQUEST FOR EXPRESSIONS OF INTEREST**

The Department of Energy (DOE) has received financing from Global Environment Facility (GEF), through the World Bank, toward the cost of the Rural Power Project (RPP), and intends to apply a part of the proceeds for consultant services. The services required is for a **Solar PV Business Development Specialist**, who will be an individual, to proactively plan and implement the various business promotion, market development and technical assistance activities under the solar PV component of the RPP.

The RPP promotes the use of renewable energy technologies, particularly solar PV systems, on a commercial basis for dispersed households and public institutions that are not feasible to be connected to the grid. The services provided by the Consultant will be on a full-time basis, initially for a period of one year, renewable by mutual consent.

The Consultant will support RPP's initiatives for solar PV market promotion and development. This will include development and coordination of activities to achieve household sales targets, through both regular sales by solar PV companies as well as through special initiatives such as the Sustainable Solar Market Packages (SSMP) program. The Consultant will provide the lead in the identification and resolution of issues and barriers related to the marketing and financing of solar home systems and solar lanterns to households, promote the RPP business models to new solar PV companies and micro finance institutions, and provide business development support and technical assistance available through RPP. Work will also cover the dissemination of information through regular meetings, workshops, briefings, RPP website etc and the development of a network of Philippine MFIs, wholesale financial institutions and professionals who are involved in the PV industry.

The Consultant will be a professional with a private sector background in investment and business development. The ideal candidate would have: (i) Expertise, with minimum five years experience, in business development services and financing, especially private investment projects. Experience in developing distribution networks in rural areas would be a particular advantage; (ii) Successful track record in program development; (iii) Ability and interest to travel extensively in rural areas; (iv) Excellent skills in communications and presentations in English and the main local languages together with a working knowledge of relevant computer applications; (v) A strong background demonstrating creativity, commitment and hard work. Some knowledge of PV technology would be an advantage. Candidates should have a degree in a relevant field, such as business administration, marketing, engineering, finance, management etc.

The DOE now invites eligible Consultants to indicate their interest and submit their recent curriculum vitae (CV) to be considered for the assignment. A Consultant will be selected in accordance with the procedures set out in the World Bank's [\*Guidelines: Selection and Employment of Consultants by World Bank Borrowers\*](#) published in Jan. 1997 (revised in Sept. 1997, Jan. 1999 and May 2002).

DOE reserves the right to accept or reject any Expression of Interest, to annul the selection process, and to reject any Expression of Interest prior to contract award, without thereby incurring any liability to the affected party or parties.

Expressions of Interest with CV should be delivered to the address below by **08 July 2008**.

**MYLENE C. CAPONGCOL**

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