



## TERMS OF REFERENCE

### Training on Organic Wine Production

**Location:** Lebanon  
**Type of Contract:** Trainer  
**Post Level:** Senior  
**Starting Date:** 8 February 2021  
**End Date:** 8 March 2021  
**Languages:** Arabic and English  
**Type:** Online  
**Number of hours:** 4.5 hours (3 sessions of 1.5h)  
**Reports to:** Project Director  
**Coordinates with:** Project Manager  
**Project Title:** BIEEL  
**Deadline:** 26 January 2021  
**Contact:** [careers@fairtradelebanon.org](mailto:careers@fairtradelebanon.org)

### SCOPE OF WORK

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#### 1- Objective

The BIEEL (Support Business Innovation and Enhance Export for Lebanon) project, implemented by Fair Trade Lebanon and initiated by U.S. – Middle East Partnership Initiative (MEPI) aims at creating an environment which enables business development and empowers 100 Lebanese SMEs and cooperatives by increasing their competitiveness internationally.

Fair Trade Lebanon is responsible for facilitating their access to international markets through the access to international standards and certifications.

Fair Trade Lebanon will implement multiple trainings related to Access to the wine market in the US and the EU (Marketing, Packaging, Labelling, Market Regulations) and Access to Certifications for the mentioned markets.

#### 2- Training Topics

- Training on Organic Certification
- Training on Organic Practices in wine production

#### 3- Outcome

Within the scope of the project's overall objective, the action aims at reaching the following outcomes:

- To ensure that trainees are familiar with the organic certification, its importance in trade, and its advantages
- To ensure trainees are familiar with the concept of organic certification and how it is applied
- To ensure that trainees are familiar with the organic production practices in wine production (from grapes to wine)

Fair Trade Lebanon is looking for a trainer to provide the trainings.



#### 4- Deliverables

- a. To develop trainings contents and trainees handouts
- b. To conduct 3 online training sessions of 1.5 hours each for the wine cluster members (10 members):
  - Organic production in general
  - Organic wine production
- c. To submit a progress and final report

These trainings might be organized in-person (depending on the official decision related to COVID-19 response) and/or online (if lockdown is imposed).

#### 5- Qualifications

- University degree in organic production or related fields
- Minimum 5 years' experience in organic production and wine production
- Minimum 5 years' experience as a trainer
- Proven knowledge of US and EU market
- Previous experience with international market standardization
- Proven presentation skills
- Drives results

#### 6- Skills

- Good interpersonal communication skills
- Engaged in developing self and others
- Good knowledge of online learning platform (Teams, Zoom..)
- High degree of self-motivation
- Excellent leadership, team building, and management skills
- Good time management
- Organized and able to create multiple timelines and schedules
- Good knowledge of Arabic and English

**Fair Trade Lebanon**

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