

TERMS OF REFERENCE

(CONSULTING SERVICES – INDIVIDUAL CONSULTANT)

MULTINATIONAL: TANZANIA / BURUNDI / DR CONGO JOINT STANDARD GAUGE RAILWAY PROJECT PHASE II (TANZANIA / BURUNDI SECTION) CONSTRUCTION OF UVINZA – MUSONGATI STANDARD GAUGE RAILWAY SECTION

“CONSULTING SERVICES FOR RAILWAY BUSINESS DEVELOPMENT SPECIALIST”

COUNTRIES: UNITED REPUBLIC OF TANZANIA AND REPUBLIC OF BURUNDI

SECTOR: TRANSPORT

FINANCIER: AFRICAN DEVELOPMENT BANK (AfDB)

1. BACKGROUND

The Governments of the United Republic of Tanzania and the Republic of Burundi have secured financing from the African Development Bank (AfDB) toward the implementation of the Multinational Tanzania / Burundi / DR Congo Joint Standard Gauge Railway (SGR) Project Phase II (Tanzania – Burundi Section: Uvinza – Musongati). This railway section is a branch-off of the Dar es Salaam – Kigoma SGR corridor.

A portion of the AfDB financing will be allocated to the Design and Build contract for the Standard Gauge Railway (SGR), as well as for consulting services, including the recruitment of individual consultants to support the Client’s Project Implementation Unit (PIU).

The scope of works under this project includes the design and construction of approximately 240 route-kilometers of mainline railway and 60 kilometers of sidings and passing loops. The electrified Standard Gauge Railway (SGR) line will extend from Uvinza (Tanzania), branching off from the Tabora – Kigoma SGR line, crossing the Malagarasi River at the international border, and terminating at Musongati (Burundi).

2. OBJECTIVE OF THE ASSIGNMENT

The objective of this assignment is to engage an Individual Consultant to serve as the Railway Business Development Specialist within the Client’s Project Implementation Unit (PIU), which will be contractually referred to as the Project Coordination Team (PCT).

3. SCOPE OF SERVICES

Under this assignment, the Railway Business Development Specialist reports to the Project Manager and will be responsible for the following key tasks:

- a) Develop and implement a business development strategy for railway corridor commercialization, including investment attraction and revenue optimization.
- b) Conduct market research and demand analysis to align railway services with freight and passenger needs while ensuring financial sustainability.
- d) Engage with government agencies, private sector investors, and logistics firms to establish strategic partnerships for seamless trade and transport integration.
- e) Develop tariff structures, pricing models, and concession agreements to enhance railway profitability while maintaining service efficiency.
- f) Ensure business connectivity of the railway with regional ports, logistics hubs, trade corridors, and potential mining areas, advocating for supportive infrastructure policies.
- g) Provide capacity building and technical support to local teams in Tanzania and Burundi on railway business development, commercialization, and investment structuring.

4. QUALIFICATIONS AND EXPERIENCE

Eligible individual consultants must demonstrate the following qualifications and experience:

- a) Must have a bachelor's degree in Business Administration, Economics, Transport and Logistics, Railway Engineering, or a related field. A master's degree in Business Administration (MBA), Railway Management, or Transport Economics will be an added advantage.
- b) Minimum of ten (10) years of experience in business development and transport planning.
- c) Proven experience in railway commercialization strategies, freight and passenger demand forecasting, financial modeling for railway investments, railway tariff structuring, and investment financing models.

5. REMUNERATION AND BENEFITS

- a) The salary for this position is tax-free.
- b) The contract does not include medical and housing coverage; therefore, the consultant will be responsible for their own medical insurance and accommodation arrangements.
- c) Transport to the project site will be provided as per the project's logistical arrangements.