



# KIIRA MOTORS

— C O R P O R A T I O N —

MISSION VEHICLES MADE IN UGANDA

## **Notice of Expression of Interest for Provision of Consultancy Services of an Automotive Industry Advisor from Individual Consultants – KMC/SVCS/2020-21/00003**

1. Kiira Motors Corporation has allocated funds to be used for the acquisition of the Consultancy Services from Individual Consultants described below.
2. Kiira Motors invites eligible individual consultants to submit sealed Expressions of Interest for the Automotive Industry Advisor who shall provide technical advice, expertise, coach and mentor the Kiira Motors Corporation Team to define, develop and implement the most appropriate strategy to identify and address regional and African continental market opportunities; supply chain localization; and investor attraction and sounding. The Automotive Industry Advisor shall work closely to with the Kiira Motors Corporation Team to build capacity in the 3+1 key pillars of Product, Plant and People, plus Policy with the ultimate goal of supply chain localization to optimize the impact of the investment on the community. The Advisor shall conduct administrative (business) and technical reviews of continuing and pipeline projects with a view of securing the most viable path to successful implementation. Specifically, within the context of this assignment, the Consultant is expected to:
  - a. Support the Kiira Motors Corporation Team in development and execution of Commercial Strategies with the aim of delivering a business model that will enable the company to become a sustainable, viable and profitable automotive entity with the capability to compete on a regional and international scale;
  - b. Support and Mentor Executive Management Team in improving overall performance and operations in specialised areas such as Business Strategy, Governance, Strategic Leadership, Product Development, Planning, Risk Management, Financial and Management Controls, Human Resources, Information Technology, Customer Advocacy, Marketing Strategy and Supply Chain Management;
  - c. Support Kiira Motors Corporation Team in the Development and Implementation of Investment Attraction Strategies for Kiira Motors Corporation leveraging their global automotive industry network to introduce plausible Contract Assembly, Technology Transfer, or Investment Partners;
  - d. Support Kiira Motors Corporation Team in the framing, analysis and resolution of Complex Business Problems and Issues;
  - e. Advise Kiira Motors Corporation Team on major Automotive Industry Trends or discontinuities in the competitive environment of which Kiira Motors Corporation should be aware to change Strategy;
  - f. Augment the Automotive Industry Knowledge, understanding and strategic thinking of the Kiira Motors Corporation Team; and
  - g. Conduct quarterly administrative (business) and technical reviews of continuing and pipeline projects with a view of securing the most viable path to successful implementation.

3. Interested consultants should provide information demonstrating that they are eligible and possess the required qualifications to perform the services supported with relevant documentation.
4. Interested individuals should submit the following information demonstrating that they are eligible and meet the shortlisting criteria indicated below:
  - a) A valid copy of Identification Document issued by recognised State Agency
  - b) Signed Letter Expressing Interest and Confirming Availability during the period of contract
  - c) A Certificate of Good Conduct issued by a recognised Security Agency
  - d) A Signed Detailed Curriculum Vitae using the attached Format with supporting documentation
  - e) Bachelor's Degree in Industrial, Automotive, Mechanical, Electrical, General Engineering Field or Related Field
  - f) Master's Degree in Business Administration or Related Field
  - g) Proof of membership to the Society of Automotive Engineers and any of the following Professional Bodies or their Equivalent: Worldwide Association of Business Coaches; Chartered Financial Analyst Institution; Chartered Institute of Marketing; International Association for Six Sigma Certification or Project Management Professional
  - h) Demonstrate general working experience of at least thirty (30) years; fifteen (15) of which should have been served at the Executive Management Level in a reputable organization(s) in the automotive Industry. Specific experience of at least five (5) years in championing automotive industrialization initiatives in emerging markets.
  - i) Demonstrate the following Technical Competencies: P&L Management in Automotive Industry and Global Automotive Market Place; Automotive Industry Capital Budgeting; Technology Commercialization Processes in Emerging Markets and Economies like Uganda; Automotive Supplier Networks and Manufacturing Infrastructure; Business Model Environment Analysis, Market Forces, Macroeconomics Forces, Industrial Forces and Competition; Marketing & Pricing Strategy; Economics and Country Risk; Automotive Sales and Production Forecasting; Vehicle Dealer Strategy and Planning; Quality, Customer Satisfaction and Advocacy; Business Leadership; New Product Design, Engineering, and Manufacturing Leadership in the Automotive Industry; Business Advisory; and Transaction Advisory.
  - j) Demonstrate the following Behavioral Competencies: Leadership, Managerial and Planning Skills with well-developed Public Relations skills; Ethics and Integrity; High Levels of Professionalism; Team Leader and Player; Effective Communication and Knowledge Management; Innovation and Self-Initiative; Time Management; Interpersonal and Public Relations; and Ability to Mentor, Coach and Develop Executive Management Teams.
5. Only individual consultants shall be considered.
6. Preference Schemes shall apply when evaluating Request for Proposals from the shortlisted consultants.
7. Interested eligible consultants may obtain further information at the address given below from

**0800 – 1700 HRS EAT.**

8. Sealed Expressions of Interest must be delivered to the address below at or before **1000 HRS** on **July 30, 2020**.

Kiira Motors Corporation  
Plot 13, Kimera Road, Ntinda  
Kampala, Uganda  
Tel: +256-393-517888  
Email: [ceo@kiiramotors.com](mailto:ceo@kiiramotors.com)

9. The notice of expression of interest is available at the Entity's website at [www.kiiramotors.com](http://www.kiiramotors.com) and at [www.ppda.go.ug](http://www.ppda.go.ug)

10. The planned Procurement schedule (Subject to changes) is as follows:

<b>Activity</b>	<b>Date</b>
a. Publication of Notice of Expression of Interest	<b>July 03, 2020</b>
b. Closing date for receipt of Expression of Interest	<b>July 30, 2020</b>
c. Evaluation of Expressions of Interest	<i>Within 15 working days from closing date</i>
d. Display of shortlist	<i>Within 5 working days from approval of shortlist by the Contracts Committee</i>

**Peter A. Kyeyune**  
**For: Chief Executive Officer**