

TERMS OF REFERENCE (ToR) AND CALL FOR APPLICATIONS

Position	: National Mentor in Business Model and Product Development
Project	: ClimateLaunchpad Vietnam 2025
Organisation(s)	: Hanns Seidel Foundation Vietnam Office in partnership with CCS
Duty Station	: Hanoi and online
Duration	: max. 17 working days from May to October 2025
Remuneration	: max. 250 USD/full working day
Type of Contract	: Consulting Contract

1. CONTEXT

The Hanns Seidel Foundation (HSF) is a political foundation with its headquarters in Munich (Germany). “In the service of democracy, peace and development” – this motto is present in the work and mission of the Hanns Seidel Foundation. Since 1995, HSF has supported the integration of Vietnam into the global political spectrum and the ASEAN-Community. Since the establishment of a representative office in 2011, HSF has focused its work in Vietnam on social and environmental policies for sustainable development.

Center for Creativity and Sustainability Study and Consultancy (CCS) is a Hanoi-based science and technology organisation, specialising in localising the practical technologies and solutions for SMEs and communities in the field of renewable energy, sustainable agriculture and product innovation.

HSF and CCS are jointly looking for a candidate to fill the position of National Mentor to consult and coach to teams participating in ClimateLaunchpad 2025 in business model and product development.

ClimateLaunchpad (CLP) is the Global Green Business Ideas Competition which is run and administered by EIT Climate-KIC Holding B.V., an association duly incorporated under the laws of the Netherlands. The competition’s mission is to unlock the world’s cleantech potential that addresses climate change. The competition creates a stage for those ideas. CLP is part of the Entrepreneurship offerings of EIT Climate-KIC – the EU's climate innovation initiative, working to accelerate the transition to a zero-carbon and resilient world by enabling systems transformation.

CLP has been officially organised in Vietnam by CCS since 2019 and supported by HSF since 2020. CLP Vietnam provides a platform for early start-ups and project teams with green business ideas in initial stages to pitch and sharpen their ideas through intensive and customised mentoring, training, and coaching sessions. In addition to enhancing knowledge of sustainable business management among entrepreneurs in Vietnam, CLP also seeks to contribute to improving both quantity and quality of the green start-up ecosystem in Vietnam, which eventually contributes to the implementation of Vietnam’s National Action Plan of Sustainable Consumption and Production as well as facilitates the transition to a circular economy in Vietnam.

CLP Vietnam 2025 is broken into 2 main parts:

- (1) Boot Camp Phase
- (2) National Final

The National Mentor will be contracted by HSF and will work under the joint supervision of HSF and CCS to provide consulting services and coaching sessions focusing on business model and product development for green teams participating in ClimateLaunchpad Vietnam.

2. OBJECTIVES

Through this ToR, ONE National Mentor is to be identified to provide consulting services and coaching sessions ClimateLaunchpad competing teams on the business model and product development.

3. SCOPE OF WORK, DELIVERABLES AND PROPOSED LEVEL OF EFFORT

Details	Deliverables	Max. no. of working days
Participation in two Boot Camps and supporting all participants in doing exercises in business model and product development	Participating in 2 Boot Camps 2025	3
1:1 Follow-up Bootcamps coaching for the top 20 green idea teams to deepen their knowledge and skills on the business model and product development field.	Summary note of Boot Camp follow-up coaching sessions	7,5
1:1 coaching for the top 3 of the National final on business model and product development knowledge to complete the slides for the regional final.	Summary note of customised coaching sessions for Top 3 National Final	1.5
Customized coaching for the top 10 of the National Final on weakness of business model and product development	Summary note of customized coaching sessions	5
TOTAL		17

4. PREFERRED EXPERIENCE AND QUALIFICATIONS

- At least a master's degree in business management, economics, finance, or related fields; PhD and/or extensive professional experience in relevant areas is a strong asset;
- At least 15 years of experience in providing business consulting services;
- Familiarity with problems facing green start-ups in Vietnam;
- Actively involved in a well-established network with enterprises and start-ups;
- Excellent oral and written communication and presentation skills in English and Vietnamese;
- Ability to work under tight schedules and deliver timely and high-quality outputs.

5. APPLICATION FORMAT

Documents to be submitted include:

- a. Cover Letter indicating the motivation and suitability for this position (max. 2 pages)
- b. Technical Approach that includes a suggested number of working days and daily rate (max. 1 page)
- c. Comprehensive CV
- d. Language: English
- e. Format: PDF, one single file.

Interested individuals/consulting firms/teams are requested to send the application documents Ms Ha Pham (vietnam@climatelaunchpad.org) and Ms Ngoc-Mai TRINH (Mai@hss.de). Please indicate as the subject of the application: "CLP 2025 National Mentor". Please also direct potential questions to this email addresses.

Deadline for submission is **20th March 2025 at 5pm UTC+7**.

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