

# **REQUEST FOR EXPRESSIONS OF INTEREST (CONSULTING SERVICES –SELECTION OF INDIVIDUAL CONSULTANTS)**

**Sub-project name:** Increased tourist offer of the Pelagonija region through the restoration and adaptation of the House of Army along with the arrangement of the ground floor  
**Sub-grant no.** LRCP-1/18-SG-30

**Assignment Title:** Conducting a Training for Tourist Guides  
**Reference No.** (as per Procurement Plan): LRCP-1/18-SG-30-IC-1.1

Municipality of Bitola intends to use sub-grant funds from Local and Regional Competitiveness Project sub-grant scheme (funded by European Union Instrument for Pre-Accession - IPA 2), towards the cost of the sub-project “Increased tourist offer of the Pelagonija region through the restoration and adaptation of the House of Army along with the arrangement of the ground floor”, and intends to apply part of the proceeds for individual consultancy services under this sub-project.

The consulting services (“the Services”) include, but are not limited to:

- To provide training for tourist guides in Pelagonija region, in 10 days online sessions with a practical and theoretical case for training for tourist guides, in order to raise the capacities of tourist guides as a major promoter of tourist specificities of the region and a large number of tourist guides and working in travel agencies.

The detailed Terms of Reference (ToR) for the above referenced consulting services shall serve as guidance to advertise the position publicly and/or invite qualified potential consultants in accordance with applicable World Bank procurement guidelines. The ToR can be found on the website of Municipality of Bitola at [www.bitola.gov.mk](http://www.bitola.gov.mk) and the Macedonian Chamber of Commerce at [www.mchamper.mk](http://www.mchamper.mk).

The Municipality of Bitola now invites eligible individuals (“Consultants”) to indicate their interest in providing the Services. Interested Consultants should provide information (curriculum vitae and references in English language only) demonstrating that they have the required qualifications and relevant experience to perform the Services. The applicant should also submit Draft Training Program with the application.

The shortlisting criteria are:

- The Consultant should have at least 5 years of work experience in the field of tourism or field of tour guide.
- Tour guide licenses or proof of education in the field of tourism (to provide copy with application)
- The Consultants should provide evidence of proven track record in organization and conducting trainings, reference list (list of contracts

awarded, including description, value, year of commencement and of completion, client and a contract person for reference) that would demonstrate that the Consultant has experience similar to the assignment;

The attention of interested Consultants is drawn to paragraph 1.9 of the World Bank's *Guidelines: Selection and Employment of Consultants under IBRD Loans and IDA Credits & Grants by World Bank Borrowers* dated January 2011, Revised July 2014 ("Consultant Guidelines"), setting forth the World Bank's policy on conflict of interest. In addition, please refer to the following specific information on conflict of interest related to this assignment as per paragraph 1.9 of Consultant Guidelines:

A consultant will be selected in accordance with Section V. Selection of Individual consultants set out in the Consultant Guidelines.

Further information can be obtained at the address below during office hours from 08:00 to 16:00 hrs local time.

Expressions of interest must be delivered in a written form to the address below (in person, or by mail, or by fax, or by e-mail) by Wednesday, March 31, 2021, before 16:00 local time.

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