

EXPERTISE OF A LIFE-TIME TO DEVELOP YOUR BUSINESS

*Promoting entrepreneurship through expertise -
Imparting technical skills through volunteer work*

The Senior Expert Contact
is a project of Swisscontact
since 1979.


swisscontact



MEET SEC

The retired professionals of the Senior Expert Contact (SEC) volunteer their knowledge and experience to small and medium-sized businesses in need of such consultancy but who cannot afford consultants. The aim of the SEC services provided by volunteer retired experts is to increase the competitiveness of these SMEs, to improve the skill level of their staff members, to support their sustainable development and generate employment.

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THE SEC ASSIGNMENT MODEL

After receiving and approving your detailed request, we identify an available expert with a matching profile. Once you approve the expert's CV, we organize the logistics for the expert to reach the destination country. Contracts with SEC are signed. You must commit to cover the following for the expert during the assignment: food and accommodation; local transportation costs; organization of logistics; supervision, and serve as main contact person. Swisscontact covers: international flights for the expert; travel insurance for the expert; administrative costs, and the full consultancy service of the expert. For follow-up assignments, the client must pay a financial contribution. The amount is defined according to the clients' financial possibilities. Depending on the requirements, SEC assignments can last between 2 and 12 weeks. At the end of each mission, the client will complete an evaluation form.

A BROAD RANGE OF EXPERTISE

Over 700 retired technical experts from craftsmen, agriculture, tourism development, hotel managers to marketing specialists voluntarily make their knowledge and time available through short-term consulting assignments to small and medium enterprises and institutions in developing countries and Eastern Europe.

Since its inception in 1979, SEC experts have provided worldwide roughly 800,000 hours of voluntary work, estimated to nearly CHF 30 million. The Senior Expert Contact is a project of Swisscontact. Since 1993, the project has been supported by the Swiss Agency for Development and Cooperation (SDC).

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THE SEC APPROACH

Depending on country and trends, the most important projects that Swisscontact covers through SEC assignments are food, tourism, skills development and agriculture. The application made by the business or organization serves as the basis for each assignment. The application documents are processed by Kosovo SEC coordinators, and evaluated by the Swisscontact Head Office in Switzerland. Please contact the respective SEC coordinators and you will be provided with a client request form.

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A STORY FROM THE FIELD

SEC experts have contributed a rich and varied knowledge and expertise to Kosovo business from the agriculture, food processing, tourism, and other sectors. Such expertise involved strategies for growth, improved work processes, business and marketing planning, product development and diversification and more. Arsim Gashi, one of the owners of Shtëpia Alpikë Ranch, a family-run business, considers the SEC expert's contribution crucial to bringing their service up to the next level. "The expert, Vreny Markovic – Reis, showed us how to do things differently and in a more efficient way. We changed the way we had been working so far, and the changes ranged from more efficient workflow process to the waiting staff conduct, and management in general. We are grateful for this opportunity. The experience with Vreny was just great; she was very professional with great personal interaction skills. This support meant a lot for us and our business."

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APPLY FOR A SEC EXPERT

If you are interested in applying for expert advice or to learn more about this opportunity, please contact the SEC representatives in Kosovo:

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