

ACE International Business Group –Terms of Reference

The International Business Group (IBG) will advise, guide and support the ACE management in achieving the following objectives on behalf of its members:

Objectives

1. To review, update and communicate ACE's international agenda to the relevant stakeholder groups both in the UK and abroad.
2. To promote the professional services, capabilities and expertise of ACE members to relevant entities in the UK and abroad.
3. To maximise opportunities for ACE members internationally.
4. To provide relevant and up to date advice, information and guidance on opportunities, potential partners, issues and challenges in selected international markets.
5. To develop and implement a cohesive business related programme of activities and events for the benefit of ACE members in selected international markets, to assist their successful entry and growth in these markets.
6. To provide strategic direction for an international help desk within ACE operations.
7. To develop with ACE Middle East Group a successful ACE GCC conference in Abu Dhabi.
8. To engage and represent ACE with key international associations such as FIDIC etc.
9. To facilitate dialogue with UKTI, World Bank, EBRD, AfDB, ADB, EU and key stakeholders within the Global market.
10. To develop and implement a proactive strategy for ACE working with other strategic partners or UK based organisations including British Expertise (BE), in areas of strategic collaboration to benefit ACE members.

Formation

1. ACE's FIDIC representative
2. ACE's Chief Executive
3. ACE's International Director and Senior International Business Executive,
4. Supported by ACE Operations Management Group as required
5. Chaired by a company representative from an ACE member firms with position on FIDIC Executive Council/ Managing or Executive Director responsible for International Operations within members firms
6. Chairperson to become an ACE board member
7. Up to 15 individuals from member firms, preferably Managing Director / Director of International Business from major or specialist consultancy and engineering member firms operating in or interested projects and developing business on the international arena
8. Meeting at least four times per year, some of which may be virtual meetings.

Candidate specification

1. From large, medium or small sized firms with significant track record of working overseas
2. Selected across consultancy and engineering firms only
3. Individuals with significant experience of dealing with international projects/clients
4. Sound working knowledge of the international funding agencies, such as World Bank, ADB, AfDB, EBRD, IFC, DFID etc and major multi-national corporations
5. Strong working knowledge of international procurement method including use of FIDIC, EPC, BOOT, PFI, D&B and other standard procurement contract