

## **ANALYSIS AND PLANNING DEPARTMENT**

Position: **Finance Consultants for pre and post privatisation analysis** (Number of Executors: 3)

### **Description of services:**

The consultants are needed to strengthen the capacity of PA to implement its privatisation program. They will work within the Analysis and Planning Department (APD) undertaking pre-privatisation analysis of SoEs, as part of the preparation of companies for privatisation, and post- privatisation analysis of SoEs to assess the impact of privatisation. This will involve both desk research and site visits to SoEs where appropriate and will include:

- Undertaking assessments of the financial performance and situation of individual SoEs with the aim of identifying the most suitable privatisation plan for each SoE. This will involve *inter alia* analysing their turnover, profit and loss accounts, profit margins, outstanding obligations, fixed assets and other indicators which may impact on the privatisation programme,
- Undertaking studies for the PA on the financial impact of privatisation, analysed by industrial sector,
- Assessing the investment performance of individual companies before and after privatisation. This includes, *inter alia*, analysis of levels of investment, nature of investment, cost of capital, rate of return etc.,
- Preparing reports for the PA on the impact of privatisation on investment analysed by industrial sector and geographical region.

### **Qualifications and experience required:**

- Minimum 2 years of professional working experience preferably in the privatisation field and ideally in Serbia, the Balkans and/or other Eastern European countries,
- University degree in accounting, finance, economics, management or a related academic discipline,
- Relevant experience in enterprise assessment, identification of ownership structure, financial and organisational status and methods of privatisation,
- In depth knowledge of the Serbian financial accounting rules,
- Ability to organise, execute and document the above analyses,
- Proficiency in using MS Office tools,
- Fluency in written and spoken English,
- Ability to work as a team member.

The consultants will be based for twelve months full time in the Privatisation Agency. Full details about the project are set out in the Information Note available from the web site of the Privatisation Agency on [www.priv.yu](http://www.priv.yu)

The expression of interest together with an individual CV should be sent to the Privatisation Agency not later than 12<sup>th</sup> March, 2004:

***Privatisation Agency of the Republic of Serbia  
Human Resources Department  
Terazije 23/6<sup>th</sup> Floor  
11000 Belgrade  
Serbia and Montenegro  
E-mail: [hr@priv.yu](mailto:hr@priv.yu)***

The PA will carry out preliminary selection and prepare a shortlist of the potential candidates. Only shortlisted candidates will be contacted.