



**Name:** Amir F.  
**Age:** 35

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**Current position:** Programme Manager and Focal Point for the World Bank at the Swiss Agency for Development and Cooperation (SDC)

### How many and what consultancies have you been involved in so far?

During my time at the World Bank, I worked on a consultancy contract. The first contract was a so-called Short-Term Consultant (STC) Contract, which limited to 150 the number of days I could work in a year. After I finished my degree, my contract was eventually upgraded to an Extended-Term Consultant (ETC) Contract, which mirrored a fixed-term staff contract.

### How did the consultancies affect your career path?

My consultancy at the World Bank changed and in many ways launched my career. Not only was it a full introduction to multilateral development, but it also offered extremely rewarding work experience, including travel to the field (Turkey, Laos, Cambodia, Lebanon), as well as ample analytical stimulation. I even had the opportunity to be published as co-editor of a WB book on trade policy and food security. My consultancy also provided the experience needed for my current position as focal point for the WB at SDC.

### What did you like and dislike about consultancies?

Consultancies are flexible: my initial contract as an STC limited the number of days I could work, which was actually quite useful for my schedule at the time, as I was still completing my master's degree. Consultancies also provide a good opportunity, which might not otherwise exist, to prove yourself. An organisation may not have the budget for a new staff member, but as a consultant you can get your foot in the door. Many World Bank staffers began as consultants. The obvious disadvantage to consultancies is the contractual uncertainty and lack of job security. There is no such thing as an open-ended consultant contract.

### Your advice for future consultants?

Consultancies are what you make of them. My advice is to take advantage of the opportunity, learn from the privilege of working for an international organisation, build and nurture relationships, and constantly ask your manager for more demanding and challenging work. The more you prove yourself, the more interesting work you will receive.