



Vacancy Announcement #123/2024

Private Sector Development (PSD) Advisor Business Development Services (BDS) Specialist - Economic Transformation Cluster

Contract Duration: September 30, 2025 (with a possibility of extension)

Application deadline: November 3, 2024

Duty station: Addis Ababa

1. Background

Brief Description of the project/ unit The Government of Ethiopia (GoE) implemented several reforms such as the 2019 “Home-Grown Economic Reform Agenda” (HGER) and the subsequent “Ten-year Development Plan (2021-2030)” that have adapted private sector-led economic growth as one of the strategic pillars for economic development. The project “Private Sector Development in Ethiopia” (PSD-E), implemented by GIZ on behalf of the German Ministry for Economic Cooperation and Development (BMZ), contributes to Ethiopia’s reform efforts of promoting a private sector-led economic transformation.

The PSD-E project specifically aims to improve the growth opportunities of micro-, small and medium-sized enterprises (MSMEs), start-ups and small & growing businesses (SGBs). This is accomplished by strengthening the capacities and private sector orientation of public institutions, Business Membership Organizations (BMOs), startup ecosystem intermediaries and Business Development Service Providers (BDSPs) through institutional capacity development, staff capacity building and public-private dialogues. In addition, the project provides direct support to MSMEs, and entrepreneurs affected by recent conflicts and crises to sustain or recover their business operations by improving their business performance and creditworthiness.

The relevant intervention area for this job advertisement strengthens the private market for higher-quality business development services (BDS) for SMEs and SGBs. On the supply side, selected Business Development Service Providers (BDSPs) are supported to provide advanced, high-quality consulting services in line with demands from private sector companies. The selected BDSPs are supported in obtaining international certifications for their BDS which promotes trust of users and allows them to increase their client base. On the demand side, a subsidized “BDS voucher system” (VS) is established to spur demand from businesses to use the offered consultancy services by BDSPs. In addition, matchmaking between BDSPs and clients is promoted, and the Ethiopian Business Advisory Service Providers Association (EBASPA) is supported. These supply- and demand side measures aim to enhance the local market for private BDS, promoting



competition and quality of services, eventually resulting in more growth opportunities for the Ethiopian private sector.

To support the above-described intervention area, the PSD-E project is looking for an experienced, dynamic and pro-active PSD Advisor (m/f/d) with in-depth expertise in the area of BDS and project management in international organizations. Are you an expert in the Ethiopian BDS ecosystem and have experience in working in international institutions? Are you passionate about advising institutions in the BDS ecosystem as well as BDSPs? Do you want to work in an international team with nice and motivated colleagues? Then apply for this position!

Responsibilities and Duties

BDS Expertise:

- Keep track of new developments and studies in the Ethiopian BDS /management consultancy market
- Identify and assess new opportunities for the PSD-E project to foster a high quality BDS market in Ethiopia
- Provide expert advice on BDS topics to the team and Ethiopian partners
- Present and represent the PSD-E project BDS intervention area in meetings and discussions with public and private stakeholders

Project Management:

- **Manage contracts** with national and international consultancies (i.e., including steering of weekly meetings, close follow-up to ensure high quality of their deliverables and timely financial reporting, etc.)
- **Prepare and assess ToRs or proposals** for new contractual arrangements (consultancies or financing/grant agreements), manage the internal process to finalize new contracts in coordination with the contractual partner and other units in GIZ
- Contribute to internal knowledge management and Monitoring & Evaluation of the project
- Any other responsibilities upon demand Knowledge sharing and cluster development



Professional experience

- Minimum of 4 years of project management experience, including the preparation and management of contracts (ToR preparation, proposal development, liaising with contractual partners, etc.)
- Minimum of 3 years of professional experience in the field of private sector development with a focus on the Ethiopian BDS /management consultancy market
- Relevant professional experience in a similar role in GIZ or other international organizations is a big asset

Language Proficiency:

- Excellent knowledge of English and Amharic both in speaking and writing

Specialized experience & knowledge:

Knowledge of emerging technologies and debates in M&E

- Profound knowledge of the private sector in Ethiopia, in particular the BDS market and the functioning of business / management consultancies
- Specialized experience in one or more of the following fields is a big asset:
 - promotion of women-led businesses and BDSPs,
 - knowledge of BDS in Ethiopian regions outside of Addis Ababa
 - institutionalization of previously implemented activities in Ethiopian partner institutions,
 - business recovery and continuity management,
 - voucher systems,
 - green economy and digital transformation
 - experience with EDI and EBASPA

Technical Skills:

- Excellent IT skills (MS Office, in particular Outlook, Word, Excel, PowerPoint and MSTeams) and good communication and presentation skills is a must

Other knowledge, additional competencies

- **Results-Orientation:** Results-oriented mindset, with the ability to solve problems, prioritize/organize tasks and meet deadlines under high pressure



- **Independent and proactive working style:** Pro-active and self-reliant working attitude
- **Teamwork abilities:** Strong teamwork abilities (i.e., strong motivation to contribute positively to the team by sharing knowledge and helping each other out)
- **Stakeholder Liaison:** Ability to liaise with different stakeholders in both the public and private sector
- **Intercultural Competence:** Intercultural understanding and interest, a sense of diplomacy, and the capability to work in politically sensitive environments
- **Willingness to learn:** Ability to accept constructive feedback and motivation to learn and develop your competencies

Application procedure:

Interested and qualified candidates shall submit their motivation letter along with their recent CV via Email: hreth@giz.de

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Please make sure you mention the vacancy number and position title Private Sector Development (PSD) Advisor #123/2024 and your name **in the subject line of your email application. Applications without vacancy numbers in subject lines might be disqualified.**

Only short-listed candidates will be contacted.

Please refer to our [brochure](#) to learn more about GIZ's attractive benefits package.

Internal candidates shall submit their motivation letter along with their recent CV to: ethiopia-internal-applicants@giz.de

Please make sure you mention the vacancy number and position title **‘Private Sector Development (PSD) Advisor’ #123/2024** in the subject line of your email application.

Before applying for the new position, internal candidates must seek approval from their line manager. This step prevents internal poaching or brain drain within GIZ.

Before arranging interviews, HR will ask the candidates to confirm in writing that their line managers are aware of their application. If the candidate has not informed the line manager, he/she must do this immediately or the application will be rejected.

HR will inform unsuccessful internal candidates about the rejection verbally or in writing.



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