



Vacancy Announcement #126/2024

Business Development Services (BDS) Advisor -Tigray - Private Sector Development

Contract Duration: December 31, 2025

Application deadline: 7/11/2024

Duty station: Tigray Mekelle

1. Background

The “Private Sector Development in Ethiopia” (PSD-E) project aims to enhance growth opportunities for micro, small, and medium-sized enterprises (MSMEs), start-ups, and small growing businesses (SGBs). It focuses on improving the legal and regulatory framework by engaging the private sector in public-private dialogues and empowering chambers and associations to better represent and support the private sector. The project also aims to build the capacity of intermediaries to develop innovative business models and strengthen the market for business development services through targeted interventions. Additionally, it provides direct support to MSMEs, and entrepreneurs affected by conflicts and crises, fostering a more resilient and dynamic private sector in Ethiopia.

Be part of a transformative project that empowers local businesses and contributes to sustainable economic growth in Ethiopia. Your expertise will directly impact the resilience and recovery of communities affected by conflict. If you're a dynamic, proactive professional ready to make a difference, we want to hear from you!

The BDS Advisor based in Tigray works in close cooperation and under the technical supervision of the Component Manager

Responsibilities and Duties

Stakeholder Engagement:

- Close cooperation with local relevant stakeholders to identify MSMEs that can be onboarded for project support.
- Build up strategic relations with selected financial service providers.
- Organize match making events for businesses and financial service providers
- Facilitate meetings of the established SME Advisory board.
- Liaise and engage with implementation partners.

BDS Advisory to MSMEs

- Identify specific challenges and needs of conflict and crisis affected MSMEs
- Prepare and conduct trainings on business recovery and resilience, general business development skills, including financial management, digital financial tools, business



plan development, business strategy, marketing, access to finance and creditworthiness

- Mentoring and coaching for business managers

Cross Cutting tasks

- Identify approaches to promote women-led businesses, innovative start-ups, small and growing businesses, businesses focusing on green economy or digitalization.
- Explore approaches to support people with disabilities through entrepreneurship or employment creation.

Qualifications

- MA in Economics, Finance, Business Administration, Private Sector Development
- Excellent knowledge of Tigrinya, Amharic and English language both in speaking and writing.

Professional experience

- Minimum of 5 years of professional experience in the field of business development advisory services for MSMEs
- Profound knowledge of the private sector in Ethiopia and especially in Tigray
- Specialized experience in one or several of the following fields is a big asset: business linkages, business continuity management, green economy, investment planning and management, MSME access to financial services, digital transformation of businesses.

Other knowledge, additional competencies

- Excellent communication and presentation skills
- Pro-active work attitude, strong motivation to contribute positively to the team by sharing knowledge
- Motivated to learn and develop your competencies
- High gender awareness and intercultural sensitivity
- Ability to meet deadlines and work under pressure
- Ability to accept constructive feedback

Good IT skills (MS Office, in particular Outlook, Word, Excel, PowerPoint and Teams)



Application procedure:

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

Please make sure you mention the vacancy number and position title “Business Development Services (BDS) Advisor #126/2024 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 ‘**Business Development Services (BDS) Advisor #126/2024 and Your name** 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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