



## Vacancy Announcement #127/2024

### Private Sector Development (PSD) 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 PSD Advisor based in Tigray works in close cooperation and under the technical supervision of the Component Manager.

#### Responsibilities and Duties

##### Networking:

Liaise with public and private stakeholders; identify and foster strategic partnerships; present and represent the PSD-E project in meetings and discussions with other stakeholders. Monitor and advice on wider regional trends in business development services, access to finance, support for (conflict affected) MSMEs. Keep track of new developments in the regional ecosystem, prioritize and present to the team, identify and assess new opportunities for the project.

##### Advisory for SMEs:



Facilitate with relevant local partners to identify SMEs that can be supported through the project. Be the Private Sector Advisor that can help conflict affected SMEs to recover and become more resilient.

### **Project Management:**

Provide implementation and facilitation support to the project management team in Addis Ababa and the GIZ regional office in Mekelle. Participate in and lead visits, meetings, forums, and workshops organized by GIZ, fostering regional collaboration. Contribute to internal knowledge sharing and Monitoring & Evaluation efforts to enhance project effectiveness.

### **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](mailto:hreth@giz.de)

Please make sure you mention the vacancy number and position title “Private Sector Development (PSD) Advisor Tigray #127/2024 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](mailto:ethiopia-internal-applicants@giz.de)

Please make sure you mention the vacancy number and position title ‘**Private Sector Development (PSD) Advisor Tigray #127/2024 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.

**Deutsche Gesellschaft für  
Internationale Zusammenarbeit (GIZ) GmbH**  
**GIZ Country Office Ethiopia and Djibouti**  
**Kazanchis, Kirkos Sub City, Woreda 08**  
**P.O. Box 100009, Addis Ababa, Ethiopia**  
**I [www.giz.de](http://www.giz.de) | [www.giz.de/de/weltweit/336.html](http://www.giz.de/de/weltweit/336.html)**

