



Vacancy Announcement #022/2022

Advisor, Key Account Manager Private Sector – Sustainable Training and Education Programme

Contract duration: 30.11.2024

Application deadline: 13.02.2022

Duty station: Addis Ababa

The Ethio-German Sustainable Training and Education Programme (STEP) improves the employment prospects of young Ethiopians by promoting quality and relevance in vocational training and higher education. In cooperation with the Ministry of Science and Higher Education (MoSHE) as well as related agencies and institutions, the programme establishes strong linkages between the education and the private sector to support the development of a modern education system geared towards employment and economic growth. In this, employers, education providers and public authorities come together to identify their needs and jointly develop education and training solutions that best tackle the skill mismatch.

Responsibilities

The Advisor is responsible for overarching support to the Private Sector Engagement Component. Her/his task is to liaise with all colleagues within the Component as well as with colleagues from the other components to assure that the needs as well as benefits of the private sector with regard to Technical and Vocational Education and Training (TVET) are acknowledged and taken into account. She/he will assure that lessons learnt are transferred within the programme. Furthermore, the advisor will act as a resource person and coordinate a harmonized approach within the four different pilot regions of the programme so that organized private sector organizations, companies, training providers as well as other involved public and private entities work together to assure a high quality TVET delivery. She/he will be the first point of contact for the GIZ Technical Advisors Private Sector Engagement in the four regions.

The advisor furthermore serves as a focal point for the topic Private Sector Engagement within the national context of the TVET system in Ethiopia.

In addition to that the Advisor Key Account Manager is responsible to liaise with important individual companies in selected economic sectors, namely building construction, automotive, hotel and tourism as well as electrotechnology. Her/his task is to identify these influencing companies and to engage them in Cooperative Training and/or other employment promotion measures as well as to support them during the process.

The primary responsibilities include:

- Identify, engage and support influencing companies relevant for the TVET sector in implementing Cooperative Training (especially in the areas in and around Addis Ababa, Adama, Bahir Dar and Hawassa).



- Liaising with regional GIZ Advisors to harmonize implementation and share good practises.
- Support regional Private sector engagement advisors in implementing the Cooperative Training Models as well as other employment promotion measures assuring that the needs of the private sector are taken into account.
- Support and advice the federal as well as regional Ethiopian counterparts on project activities, good practises and lessons learned.
- Manage overarching projects.
- Coordinate and assure high quality knowledge management and Public Relations activities as well as reports.
- Contribute to innovation within the programme

Tasks

The Advisor Key Account Manager Private Sector is responsible for following tasks:

1. Sector specific advisory services:

- Conduct research on the selected economic sectors as well as project locations and identify employment potentials, availability of private sector associations and chambers as well as interested companies, training providers and other relevant bodies.
- Identify influential companies within the selected sectors and draw-up concepts of how to engage and support these companies in becoming active in TVET with a special focus on Cooperative training.
- Support the drawing-up of concepts of how to support these influential companies in becoming ambassadors for TVET and effectively using these influencers to promote TVET within the Ethiopian private sector.
- Support the Head of Component and other Programme teams in the establishment of relevant platforms, in which the sector-relevant companies, private sector organizations and training providers are represented.
- Support the relevant enterprises, associations, chambers and training providers in the selected sector to establish a coordination framework for planning and delivering cooperative training in line with the Ethiopian TVET Qualifications Framework.
- Support the companies in selecting relevant qualifications (quantity and quality), advise on necessary preconditions and support reaching an enabling training environment, define suitable training pathways for training delivery.
- Facilitate the trainees' registration, onboarding and training in selected companies, including documenting and sharing respective best practices.
- Advice companies on implementation of Cooperative Training by aiming for long-term effects regarding their HR strategy and practice.
- Monitor the development and implementation processes and suggest necessary changes, improvements and initiatives as appropriate.



2. Networking, and cooperation

- Liaise with and support regional GIZ Advisors to harmonize implementation and share good practises.
- Support regional Private sector engagement advisors in implementing the Cooperative Training Models and manage overarching projects.
- Advise business associations, chambers, member companies and training providers to establish a cooperation framework for the planning and delivery of training in the selected economic sectors.
- Support the regional experts in facilitating a regular dialogue between the involved public and private sector organizations in the specific sector and region/area.
- Ensure operational planning sessions with relevant partner organizations in the sector and in the field of cooperative training.
- Support and advice the federal as well as regional Ethiopian counterparts on project activities, good practises and lessons learned.

3. Knowledge management and coordination

- Support the Head of Component in the operational planning and documentation of the support activities in the selected organizations.
- Assure regular meetings of the regional teams to share experiences and update the Head of Component on project activities.
- Support the development of concepts, tools, trainings and approaches in planning and delivering the cooperative training in line with the Ethiopian TVET Qualifications Framework.
- Share tools and approaches with the provincial team and relevant partner organizations.
- Support the monitoring and evaluation measures for enhancing training quality.
- Prepare appropriate input for various programme reports and actively participate in knowledge management.

4. Other duties/additional tasks

- Manage upcoming projects.
- Perform other duties and tasks as assigned by the programme or supervisor.

Required qualifications, competencies, and experience

Qualifications

- University degree in a topic related field (business administration, business development, engineering, social sciences, technical education)



Professional experience

- At least 10 years professional experience in a comparable position in the field of private sector engagement
- Knowledge about concepts of skills development
- Good understanding of development cooperation and advisory approaches

Other knowledge, additional competencies

- Excellent understanding of the private sector, its representation and the needs of companies
- Good knowledge about TVET and Cooperative Training, employment promotion and capacity building approaches
- Very good working knowledge of Information and Communication Technologies (related software, phone, email, internet) and computer applications (MS Office)
- Fluent (written and oral) knowledge of the English language and Amharic
- Good interpersonal skills and willingness to cooperate with various stakeholders from the public and the private sector
- Willingness to improve existing skills and gain new skills as required by the tasks to be performed
- Good public relations, marketing and (intercultural) communication skills
- Travel to project locations in Oromia, Amhara and SNNPR/Sidama will be required.



Application procedure:

Interested and qualified candidates shall submit their motivation letter along with their non-returnable recent CV via [EthioJobs](#) or

Email: hreth@giz.de and giz-recruitment@lonadd.com

Note:

Please make sure you mention the Vacancy Number “Advisor, Key Account Manager Private Sector #022/2022” in the subject line of your email application.

Due to large number of applications, we categorise applications with the vacancy numbers.

Applications without vacancy numbers in subject lines might not be categorized in the appropriate folder and could be disqualified.

Only short-listed candidates will be contacted.

We encourage persons with disabilities to apply for the position. In case of equal qualification, persons with disabilities will be given preference.

Applications from qualified women are encouraged.

“Please refer to our [brochure](#) to learn more about GIZ’s attractive benefit package.”

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