

Salary Band 4	Technical Advisor: Energy and Energy Efficiency
Reports to:	Component Manager South Africa: Project Development Programme
Duty Station	Pretoria
Duration	Until - 06/2026 (with option for extension until 2028)

BACKGROUND

The Global Project Development Programme (PDP) implemented by Deutsche Gesellschaft für Internationale Zusammenarbeit (GIZ) GmbH is providing energy project development advisory services for local industries and matchmaking with German Solution Providers active under the German Energy Solutions Initiative of the German Federal Ministry of Economy and Energy (*Bundesministerium für Wirtschaft und Energie*, BMWE). The objective is to contribute to local economic development, global climate change mitigation and to promote German quality services and products in the field of climate friendly energy solutions in the Commercial and Industrial (C&I) sector. Applications include renewable electricity supply and storage, process heat supply as well as energy efficiency. PDP implements in the following target regions: Northern, Western, Eastern and Southern Africa (Morocco, Ghana, Nigeria, Côte d'Ivoire, Senegal, Kenya and South Africa), South and Southeast Asia (India, Bangladesh, Vietnam and Indonesia) and Latin America (Argentina).

The Technical Advisor will act as PDP Country Representative and report to the implementing manager in South Africa. He/she will be guided on technical topics by a technical advisor (PDP Country Manager) and backstopping team in Germany.

A. TASKS AND RESPONSIBILITIES

The position holder, under the supervision of the PDP Country Manager and in coordination with the local implementing manager, is responsible for the following activities:

- ❖ Gather and analyse information on renewable energy (RE), energy efficiency (EE) and process heat markets, including regulatory, economic, and technical aspects.
- ❖ Identify promising opportunities for sustainable energy investment projects in industrial and commercial sectors.
- ❖ Establish, maintain, and further develop a proactive local network of stakeholders such as companies, associations, financial institutions, regulators, ministries, NGOs, and

international organizations.

- ❖ Manage project development processes with local companies, consultants, and the PDP Team in Germany.
- ❖ Provide professional client management and advisory services, including marketing PDP services, presenting results, and supporting implementation (e.g., procurement, financing).
- ❖ Contribute to PDP country strategy development, operational planning, and market trend analysis.
- ❖ Plan, organize, implement, and document PDP activities such as meetings, workshops, trainings, studies, and business trips.
- ❖ Manage administrative processes within the GIZ country office (contracts, procurement, missions, and other procedures).
- ❖ Ensure complete and up-to-date documentation of PDP activities and support communication and monitoring processes.

Tasks:

1. PDP Country Strategy

- ❖ Monitor market trends, legal and regulatory frameworks, and financing options for EE and RE in the industrial sector.
- ❖ Build and maintain a proactive local network of stakeholders (e.g. companies, ministries, NGOs, and international organizations)
- ❖ Develop a comprehensive overview of business opportunities for sustainable energy projects and their potential funding sources.
- ❖ Contribute to the development of EE, RE and process heat strategies in close collaboration with the PDP Country Manager.

2. Project Development

- ❖ Identify promising opportunities for developing EE, RE and process heat projects with industrial and commercial companies; organize site visits, collect and analyse data.
- ❖ Initiate collaborations and lead project development independently and persistently.
- ❖ Guide and supervise consultants performing studies, load measurements, and EE audits to ensure quality.
- ❖ Follow PDP's standardized approach (10-step process) for project development, apply available tools, and ensure proper documentation.

- ❖ Facilitate partnerships between German and local companies and identify available local and international financing sources.
- ❖ Build connections with German companies offering solutions across electricity and thermal energy supply, energy efficiency (including technologies such as motors, pumps, air compressors, cooling, boilers, and biomass or biogas use), as well as green hydrogen, to support project transfer and implementation.

3. Event Implementation

- ❖ Contribute to planning, organizing, and implementing market and business development activities in close coordination with the PDP Country Manager (e.g. meetings, workshops, trainings, and business trips).
- ❖ Represent PDP at conferences, seminars, and relevant industry events.
- ❖ Maintain active communication with German and local partners to foster collaboration.

4. Coordination

- ❖ Manage all administrative procedures within the GIZ country office (contracts, procurement, missions, etc.)
- ❖ Coordinate with other GIZ energy, private sector collaboration and climate projects in the country, where relevant.

5. Communication, Knowledge Management, and Monitoring

- ❖ Contribute to communication activities, including preparation of content and identification of suitable channels.
- ❖ Ensure continuous and up-to-date documentation of all country-specific PDP activities and project progress.
- ❖ Identify relevant calls for tenders in the energy sector
- ❖ Contribute to regular reporting on project progress, results, and strategic developments.
- ❖ Ensure proper filing and documentation of all country-related documents in designated PDP systems.

B. REQUIRED QUALIFICATIONS, COMPETENCIES AND EXPERIENCES

Qualifications:

- ❖ Master's degree in energy, engineering, economics, or a related field.

Professional Experience:

- ❖ At least 5 years of experience in the commercial and industrial (C&I) sector or consulting, ideally in project development, sales, or business development within the energy sector.
- ❖ Strong track record in EE, RE, process heat, or industrial energy
- ❖ Practical experience in developing energy efficiency, process heat, biomass, or renewable energy (PV/biomass) projects (technical and/or financial) is an asset.
- ❖ Experience in conducting or supervising energy audits is desirable.
- ❖ Proven ability to work with private sector clients and manage complex stakeholders.
- ❖ Existing network in the industrial or energy sector is a strong plus.

Technical Knowledge:

- ❖ Solid understanding of national energy policies, regulatory frameworks, and financing options for C&I energy investments.
- ❖ Advanced technical knowledge of industrial energy efficiency applications, process heat systems, and renewable energy solutions.
- ❖ Ability to assess technical, economic, and regulatory aspects of EE/RE project opportunities.

Sales, Client Management, and Soft Skills:

- ❖ Strong client-facing skills with experience in marketing technical services, pitching solutions, and managing business development processes.
- ❖ Excellent communication and presentation abilities, comfortable engaging with senior management and large audiences.
- ❖ Strong networking skills and a convincing, service-oriented approach.
- ❖ High degree of initiative, independence, and problem-solving capability.
- ❖ Team-oriented mindset and ability to work effectively in multicultural environments.
- ❖ Willingness to travel nationally and internationally as required.

Other Knowledge / Skills:

- ❖ Proficiency in MS Office (Word, Excel, PowerPoint) and digital collaboration tools (e.g., MS Teams).
- ❖ Excellent command of English (written and spoken).

C. ADDITIONAL INFORMATION

- ❖ The position will be based in **Pretoria**
- ❖ The initial contract period for this position **is until 30/06/2026. A subsequent project phase with a duration of approx. 24-36 months is currently under negotiation** and would lead to the extension of the contract period.
- ❖ At GIZ, you will be offered global network and an atmosphere that is characterised by diversity, respect, and genuine equal opportunities. Gender equality promotion is a matter of course for us.
- ❖ GIZ is a signatory of the Diversity Charter. Recognition, appreciation and inclusion of diversity in the company are important to us. All employees shall be valued - regardless of gender and gender identity, nationality, ethnic origin, religion or belief, disability, social background, age or sexual orientation.
- ❖ GIZ would like to increase the proportion of employees with disability. Applications from persons with disabilities are most welcome.

D. APPLICATION PROCESS

GIZ will only assess applications which meet the following criteria:

Suitable candidates should apply by submitting a

- ❖ **Cover/Motivation Letter** in PDF format (max. 1 page) clearly stating why they should be the preferred candidate, the value added they will bring to the project and their desired salary range.
- ❖ **A detailed CV in PDF format.**

The application should be submitted to: recruit-preatoria@giz.de, with the following email subject line **“Application for PDP Technical Advisor Position”** for the attention of **Head of Human Resource**.

The deadline for applications is 28th of January 2026.

Only shortlisted candidates will be contacted.

Applications without a motivation letter will not be considered!

Applications with motivation letter longer than 1 page and not in PDF and a CV will not be considered!