

Terms of Reference

The Deutsche Gesellschaft für Internationale Zusammenarbeit (GIZ) GmbH is an international cooperation enterprise for sustainable development with worldwide operations on behalf of the German Government. GIZ Philippines seeks a qualified candidate for one (1) position as:

Advisor – Private Sector Engagement (PSE) – Band 4

to support implementation of a proposed waste management programme through technical expertise and to contribute to the achievement of the programme's objectives, in close coordination with other GIZ experts, staff, and programme partners in the Philippines. *This position is subject to funding and contingent upon the award of the corresponding commission. Recruitment and contract award under this ToR shall only proceed upon formal receipt of the commission.*

Main Role:

The Advisor – Private Sector Engagement will provide strategic and technical support to programme implementation, with primary responsibility of cultivating partnerships, supporting business and value-chain engagement, and advancing the co-financing and resource mobilization workstream of the Programme. The position will support the achievement of contractual targets through technical advice, partner coordination, work planning, technical supervision, and development of knowledge products.

Reporting Relationship:

The Advisor – PSE reports directly to the Deputy Programme Manager and shall be based in Makati City or another designated programme office, as determined by GIZ Philippines.

In carrying out his/her role, the Advisor – PSE performs the following major functions/duties:

A. Key Responsibilities and Tasks

1. Coordination and Implementation

- Lead the co-financing and resource mobilization workstream, including the identification, fostering, and management of partnerships with private sector, philanthropic, donor, and other financing partners to support programme objectives.
- Oversee activities related to the co-design of interventions aimed at strengthening private sector engagement in waste reduction, segregation, recycling, and value chain innovation.
- In coordination with the Resource Mobilization Officer and donors, support the implementation of the co-financing and resource mobilization workstream, including the development of an investable project pipeline.
- Coordinate programme activities in line with agreed work plans, results frameworks, and partner arrangements, with a specific focus on the co-financing and resource mobilization workstream.
- Support implementation across national and local levels, including selected cities, barangays, and communities.
- Facilitate coordination with DENR, LGUs, civil society, community groups, and private sector actors to ensure alignment of interventions and effective delivery.
- Support the planning and implementation of technical workshops, planning sessions, learning exchanges, and high-level events, both in-person and virtual.
- Ensure the meaningful integration of the informal waste sector across all relevant solid waste management value chain components.

2. Advisory and Technical Support

- Structure and advance public-private partnerships (PPPs), co-financing arrangements, and other operating and offtake models that can support waste reduction, segregation, collection, recycling, recovery, and value chain innovation.
- Provide advisory services on solid waste management, circular economy, waste prevention, policy development, organizational development, and behavior change, with consideration of financing mechanisms and implementation feasibility.
- Provide technical inputs on private sector engagement, including product and packaging waste reduction, EPR implementation, sustainable plastics value chains, and opportunities for co-financing and resource mobilization.
- Contribute to the design and structuring of co-financing and resource mobilization approaches, including the development of investable concepts and engagement with potential funding partners and investors.
- Assess and develop different partnership and commercial models, including service delivery, aggregator, buy-back, offtake, blended finance, and other market-based approaches that can improve the technical and financial viability of interventions.
- Support the development of implementation strategies, action plans, policy recommendations, and best practice guidance, including the identification of investment opportunities and pathways for scaling through public and private financing.
- Prepare Terms of Reference, tender documents, and related procurement inputs; support the selection and management of short-term experts and ensure quality assurance of deliverables.

3. Networking and cooperation

- Facilitate dialogue with private sector organizations, business associations, producer responsibility organizations, philanthropic, donor, and other financing partners.
- Ensure coordination with subcontracted firms, national and regional project teams, and GIZ colleagues.
- Represent the programme in meetings, conferences, workshops, and other forums related to solid waste management, circular economy, plastic reduction, and environmental protection.
- Support relationship-building and partnership development for co-financing, joint action, and scalable interventions.

4. Monitoring, reporting, and knowledge management

- Contribute to monitoring and evaluation of assigned outputs and project-related targets in close coordination with the Programme Lead.
- Support data collection, documentation, and analysis for reports, annual planning, and communication outputs.
- Contribute to internal coordination, knowledge management, working groups, and country planning processes within GIZ Philippines.
- Perform other programme-related tasks as assigned by the Programme Lead.

B. Required qualifications, competences and experience

Qualifications

- University degree (MA/MSc, MBA, or comparable qualification) from a recognized institution in natural resource management, environmental management, engineering, solid waste management, or plastic/packaging waste management.

Professional experience

- At least 8 years of professional experience engaging with private sector actors, Producer Responsibility Organizations (PROs), business associations, philanthropic institutions, and comparable stakeholders within the Philippine context. Of these, at least 5 years should demonstrate relevant experience in solid waste management, circular economy, environmental governance, policy development, or related fields.
- Demonstrated experience working within the Philippine market, with a strong network across private sector, philanthropic, and civil society actors, particularly those engaged in environmental rehabilitation, marine litter prevention, and circular economy initiatives, ideally within or connected to a riverine ecosystem.
- Proven track record in fundraising, resource mobilization, and coalition-building, including establishing and managing multi-stakeholder partnerships that bring together government, private sector, and development partners to support environmental programmes.
- Experience in collaborating with national and local government institutions in the Philippines, preferably in environmental management or waste management programmes.
- Strong experience in project coordination and management, including overseeing consultants, work planning, and facilitating multi-stakeholder processes in complex institutional settings.
- Familiarity with GIZ or other international development agencies, including their processes and partnership models, is an advantage.

Other knowledge, additional competences

- Strong understanding of the Philippine waste and plastics sector, circular economy approaches, EPR, DRS, and recycling systems.
- Strong communication, facilitation, and stakeholder engagement skills.
- Excellent interpersonal skills, strong social competence, and the ability to work effectively in a multicultural team.
- Willingness to travel within the Philippines.
- Excellent command of English, both written and spoken.

Period of Assignment: up to 31 August 2027, with a possibility of an extension.