

Private Sector Development Advisor

Location: [Africa] [Rwanda]

Town/City: Kacyiru Sud

Category: Water, Sanitation and Health (WASH)

Job Type: Open-ended, Full-time

JOB OPPORTUNITY

PRIVATE SECTOR DEVELOPMENT ADVISOR

World Vision is a child-focused Christian humanitarian organization implementing development programmes in 28 Districts of Rwanda. Our interventions are currently reaching more than 1.5 million people.

World Vision Rwanda seeks to hire a highly-qualified, dedicated and experienced national for the role of Private Sector Development Advisor for the anticipated USAID-funded Rwanda THRIVE Water, Sanitation and Hygiene (WASH) Activity. This critical position will be based in Kigali, reporting to the Chief of Party. **Please note that this position is contingent upon funding and donor approval.**

Purpose of the position:

The Private Sector Development Advisor will be responsible for private sector engagement (PSE) and the development of entrepreneurs in the WASH sector. This will include leading the development of public-private partnerships. S/he will provide technical expertise on private sector development issues, including analysis of the evolution of the WASH private sector, the opportunities for entrepreneurs, and the role of

regulation and standardization. S/he will represent the activity on public-private sector issues at technical, policy, and strategic planning meetings, including meetings with collaborators and donors.

The major responsibilities include:

- Engage with private sector actors to stimulate innovation and investment to meet demand, while considering affordability, sustainability and local market conditions.
- Develop and implement sanitation marketing strategy in collaboration with District Sanitation Centers and sanitation product entrepreneurs.
- Facilitate market development across the Activity, aiming to support market actors, including the private water operators and sanitation businesses.
- Strengthen supply chains for WASH products, especially sanitation products, by linking businesses in water and sanitation supply chains to District Sanitation Centers and other key distributors.
- Coordinate business development services to increase the profitability, management efficiency, and operating scale of key stakeholders, including sanitation service providers, private water operations and management companies and District Sanitation Centers.
- Build relationships with financial institutions to facilitate access to finance for WASH entrepreneurs and households to support WASH investments, particularly in sanitation.

- Provide technical leadership for the identification, design, formalization, and management of innovative public-private partnerships that result in efficiencies in water system management and improved access to sanitation services.
- Engage local enterprise accelerators/incubators to design innovation challenges to overcome key barriers to oversight and management of reliable water systems.

Minimum education, training and experience requirements to qualify for the position:

- Master's Degree in business, management, economics, finance, or any related field.
- At least five (5) years of experience in the WASH private sector or experience providing technical assistance and capacity building to improve private sector performance in the WASH sector.
- Demonstrated ability to work collaboratively with and build consensus among private and public sector stakeholders.
- Experience of working on donor-funded international development projects of similar scope, complexity and size.
- Fluency in Kinyarwanda and English, both written and spoken.

Preferred Skills, Knowledge and Experience:

- Previous experience in private sector engagement in Rwanda.
- Experience with USAID-funded projects.
- Demonstrated understanding of barriers to entry points for the private sector in provision of WASH services.
- Extensive experience in market systems, market-based WASH approaches, enterprise development and acceleration.
- Strong interpersonal, oral, and written communication skills.
- Cross-cultural sensitivity, flexible worldview, and ability to work with a wide range of people from different backgrounds.

Salary:

The salary is commensurate with qualifications and experience.

NB: Women are highly encouraged to apply.

How to apply:

Should you wish to apply for this position, please go to <http://careers.wvi.org/job-opportunities-in-rwanda>

If this is your **first time applying online** via the World Vision International careers website, you will need to register an account along with your application details. This site will provide you with additional functionality, such as saved searches and email alerts.

Registration requires minimal information to create your account. Further details will be collected during the application process.

All applicants must apply using our online application system, CVs received via email or standard post will NOT be considered.

In case you face any challenges in applying, please let us know on wvrwanda-recruitment@wvi.org (no applications will be accepted through this email).

The closing date for submission of applications is **20 January 2021; no late applications will be accepted.**

World Vision is committed to adult and child safeguarding and does not employ staff whose background is not suitable for working with children and vulnerable adults. All employment is conditional upon successful completion of all applicable background checks, including criminal record checks.