

sequa gGmbH is a globally operating non-profit development organisation. Since 1991 sequa has carried out international cooperation programmes and projects in close collaboration with the German and European private sector. sequa offers know-how and long-term experience in capacity development for chambers and associations (BMOs), vocational education and training, private sector development and trade promotion. The organisation is based in Bonn, Germany. sequa employs more than 100 persons (2021) and reported a turnover of EUR 41 m in 2020.

We are offering a project-based assignment in cooperation with one of our local partners as

## Technical Expert on Small and Medium Enterprises, Private Sector Development (m/f/d)

Location: Addis Ababa, Ethiopia  
Assignment Period: February/March 2022 – December 2025  
Project: BIC Ethiopia

The Technical Expert on SME, Private Sector Development will be based in sequa's project office in Addis Ababa.

### The Project

The project BIC Ethiopia will start operations on the 3rd of January 2022 for 48 months. The overall objective of BIC Ethiopia is to capacitate business incubators in supporting agri-tech and agri-business start-ups and MSMEs to improve market access, generate higher income and create jobs. The action has two specific objectives.

- To enable existing and new incubators supporting high potential start-ups with an innovative business model addressing market needs and potentials in terms of job creation and income generation.
- To enhance business incubators' ability to unlock the potential of agri-tech and agri-business by delivering necessary tools to enable business growth along different stages of maturity.

A team of dedicated local and international staff will be placed in Addis, sequa Bonn is providing backstopping and controlling support. The Project BIC Ethiopia will be implemented by sequa (lead), adelphi, Menschen für Menschen, Icehawassa, Addis Ababa Chamber of Commerce and Sectoral Associations and Foundation GrowthAfrica.

### Tasks / Responsibilities

- Contribute to the analytical inception phase and provide technical inputs together with the Team Leader as regards SME and PSD related contents, considering material and contents generated by the consortium partners
- Gather information on the incubation and start-up ecosystem

# Job Announcement

Published on 2022/01/12

- Edit, provide, prepare, and process this relevant information for the use by all project partners including the other BIC projects.
- Lead together with partners the organisation of training/planning as well as technical workshops and events
- Contribute to the development/ organisation of online seminars (if applicable) with external resource persons on incubation, SME and PSD subjects of common interest to all implementing consortia
- Elaborate case studies, tools, best practices etc.
- Contribute to the exchange of information and expertise among project partners and beneficiaries
- Assist the Team Leader in fostering synergies and complementarities with other relevant projects in the region, donors, and institutions
- Assist the Team Leader in organising networking events with various stakeholders including other donors and projects
- Support and contribute to communication and visibility activities
- Provide technical contents for the website and social media
- Contribute to the technical reporting
- Contribute to the overall programme monitoring system

## Your Qualification / Skills / Experience

- University degree in business management, economics, agronomy or similar relevant field
- At least 5 years of professional experience in a field relevant to the project
- Passion for the topic of incubation
- Fluent in English
- Strong communication skills and intercultural skills
- Highly self-motivated
- High level of organisational skills and ability to meet deadlines also under stressful conditions
- She/He will have demonstrated experience and skills in research, know-how transfer, capacity building and/or training.
- Very good user knowledge of MS Office programs

Please send us a cover letter, your CV in the EuropeAid format, relevant resumes, and your salary expectation. Please use the English language. The CV template can be downloaded from our [website](#).

Subject to comparable qualification handicapped persons will be preferred.

Please send us your application to [oliver.petzoldt@sequa.de](mailto:oliver.petzoldt@sequa.de) by **no later than February 4<sup>th</sup>, 2022**.