



Business Strategy & Pipeline Development Expert

Public Private Partnership Authority (P3A) is a leading Federal entity, dedicated to fostering collaboration between the public and private sectors for sustainable development and economic growth. P3A requires services of a top-quality professional to advise on business strategy and pipeline development. Scope of work will include advisory work, *inter alia*, on refining P3A's business strategy as well as development of a strategy for, and advising with respect to the implementation of, a robust pipeline of public-private partnership projects.

Interested candidates are required to submit the **online Application Form** and upload their **CV/Resume in PDF** by clicking on the **"Apply online"** link for Business Strategy & Pipeline Development Expert.

Deadline for Submission

The deadline for submission of online Application is February 16, 2025, 11:59 PM (PST).

Minimum Eligibility Criteria

- A postgraduate degree or professional qualification in relevant fields (MBA or equivalent preferred) from a local or foreign institution recognized by the Higher Education Commission (HEC); graduates from top-ranked global universities / institutions will be given preference
- At least 7 years professional work experience
- Demonstrated experience of advising public/private sector organizations on investment mobilization, PPPs/infrastructure, and/or business strategy related matters
- Experience of working with and/or advising public sector entities, within Pakistan or internationally
- Must have strong understanding of P3A's mandate and functions, especially with respect to P3A's role with respect to pipeline development

Terms of Reference

The expert will be expected to undertake the following tasks:

- a. Conduct a comprehensive review of existing PPP projects pipeline, related documentation and provide feedback on the project documents.
- b. Identify sector-specific opportunities for PPP engagement, with a focus on priority areas such as urban infrastructure, healthcare, education, agriculture, IT and others.
- c. Engage with relevant stakeholders at the federal level, including government agencies, industry experts and development partners to gather relevant inputs and insights required for development of project concept papers and other project preparation materials.
- d. Analyze market trends and develop a prioritized list of potential PPP projects considering the regional/ global successful PPP models.
- e. Prepare comprehensive project profiles and business development strategy, capturing essential information for the projects in an investor-friendly manner. Such information may include relevant high-level financial and technical information for the projects, applicable PPP processes (qualified or unqualified) and tentative risk allocation among various project stakeholders.
- f. Provide capacity building support to the P3A staff through training sessions and knowledge sharing activities.
- g. Any other task in connection with business strategy and pipeline development as may be assigned from time to time.

Additional Terms & Conditions

- Contract term 6 months (intermittent); extendable based on organizational need (subject to performance)
- Experts must be able to attend work meetings in-person at P3A's office on a regular basis
- Remuneration: Market competitive

P3A is an equal opportunity employer. It is committed to achieving workforce diversity. Women, individuals from minority groups, people from all provinces/regions of Pakistan, and persons with disabilities are equally encouraged to apply.