

Technical Advisor for Climate-Friendly energy solutions for commerce and industries companies

Applications, consisting of a motivation letter and a curriculum vitae, must be submitted exclusively by email to the following address: rh-maroc@giz.de, by **07 January 2026** at the latest. Applicants are requested to indicate **LAST NAME FIRST NAME – PDP** in the subject line of the email. **The maximum allowed size of the application email is 516 KB** Only shortlisted candidates whose profiles meet the requirements of this call for applications will be contacted.

About GIZ

GIZ – *Deutsche Gesellschaft für Internationale Zusammenarbeit* – the German Agency for International Cooperation – is a global service provider in the field of international cooperation and has been active in **Morocco since 1975**. Working closely with its partners, GIZ develops effective solutions that create opportunities for people and sustainably improve their living conditions.

The **Moroccan and German governments** have defined priority sectors within their cooperation policy, which form the basis of the various programmes and projects. These priority areas include **governance, renewable energy, environment and climate change, water resources management, sustainable economic development, and gender equality**.

Projet et poste

The Global Project Development Program (PDP), implemented by GIZ GmbH (Deutsche Gesellschaft für Internationale Zusammenarbeit), aims to develop concrete energy projects with industrial and commercial companies in partner countries. In 2026, the PDP will continue its activities in North, West, East, and South Africa (including Morocco), South and Southeast Asia, and Latin America.

In these regions, the PDP aims to identify opportunities, carry out energy diagnostics, develop financeable business cases, and connect local companies with German energy solution providers.

The covered technologies include:

- renewable electricity and storage,
- low-carbon industrial heat,
- energy efficiency,
- hydrogen solutions for industry.

The PDP is part of the BMWE's Energy Export Initiative, which supports the internationalization of German SMEs. As such, it facilitates:

- market access for German companies,
- matchmaking between German and Moroccan companies,
- dissemination of low-carbon technologies adapted to industrial needs.

In Morocco, the PDP aims to support the Moroccan private sector in the development of concrete, technically and economically viable energy projects through four components:

A. Project identification and development

- Identifying opportunities with Moroccan companies.
- Energy diagnostics and technical-economic scenarios.
- Developing business cases (e.g., C&I photovoltaics + storage, low-carbon heat, energy efficiency, H2 solutions adapted to industry).

B. Technical and economic structuring and preparation of investment projects

- Detailed technical and economic modeling to support investment decisions.
- Clarification of possible investment models for the company and advisory on project financing.
- Support for tender preparation for the acquisition of technologies and analysis of technological offers to ensure project consistency (without a selection role).

C. Connecting with German suppliers

- Targeted matchmaking with relevant German SMEs.
- Sharing market information and organizing joint technical sessions.

D. Strengthening local skills

- Training for manufacturers, design offices, and professional associations.
- Advice on energy topics and renewable energy and energy-efficiency technologies.

The PDP mainly collaborates with:

- Moroccan industrial and commercial companies interested in low-carbon energy solutions.
- AHK Morocco and German companies from the Energy Export Initiative for matchmaking.
- Moroccan engineering firms and technical service providers.

These activities are carried out in close coordination with the project “Energy Efficiency in Morocco (PEEM II)” implemented by GIZ in partnership with the Ministry of Energy Transition and Sustainable Development and its agencies.

PEEM II aims to strengthen the integrated use of low-carbon energy technologies within private sector and public institutions. It focuses on the strategic framework, the implementation of technological innovation pilot projects, and the development of the capacities of business support organizations.

The Global Project Development Programme (PDP) is recruiting a **Technical Advisor on climate-friendly solutions for commercial and industrial companies**.

Deadline for receipt of applications: 07 January 2026

A. Main activities

The Technical Advisor will report to the implementing manager in Morocco and will be guided on technical topics by a technical advisor and backstopping team in Germany. He/she will perform the tasks in the areas of project development, coordination, as well as communication, knowledge management and monitoring, including:

- **Strategy Development** : Monitor Moroccan energy policies, financing mechanisms, industry trends, and business needs. Contributing to market analysis and regularly updating the PDP's country strategy and operational plan by identifying priority sectors and projects.
- **Stakeholder management** : Manage and develop relationships with Moroccan companies, business associations, financial institutions and regulators. Ensure regular coordination with German companies from the German Energy Solutions Initiative, the AHK Morocco, and other relevant partners to facilitate project development and technological matchmaking.
- **Project Development** : Identify project opportunities with Moroccan industrial and commercial companies. Conduct or coordinate initial assessments of energy potential and technical needs. Support the development of project concepts and business cases in collaboration with the PDP team (Morocco and Germany) and ensure regular follow-up with interested companies (off-takers).
- **Technical and economic structuring & investment preparation**: Contribute to the technical and economic structuring of identified projects, including collection of relevant data, analysis of

technological options, initial financial modeling, and comparison of investment scenarios. Support Moroccan companies in tender preparation and analysis of technological proposals to ensure their consistency with project needs (without a selection role).

- **Implementation of other project activities** : Plan and implement capacity-building actions (technical workshops, training, information sessions), as well as market access activities for German and Moroccan companies. Identify relevant opportunities (calls for tenders, sector initiatives), coordinate the mobilization of short-term experts, and ensure the administrative and logistical management of PDP activities in coordination with the implementation manager and the GIZ Country office..
- **Communication, knowledge management and monitoring** : Lead communication, knowledge management and monitoring activities, represent PDP Morocco in key events, preparing PR (Progress Reports ?) contributions, ensure continuous updates and documentation in PDP/GIZ systems, maintain project information on the digital platform, prepare activity reports, and regularly compile and present programme overviews.

B. Qualifications and specialist knowledge(Optional and Required)

- A master's degree in energy, engineering, economics or related fields.
At least 5 years of working experience in the private sector or consulting, preferably in project development, sales, business development, preferably in the energy sector.
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- In-depth understanding of Moroccan energy sector policies and regulatory framework conditions.
- Advanced technical knowledge of industrial energy efficiency, process heat or renewable energy technologies (PV, green hydrogen, biomass); experience in conducting energy audits is an additional asset.
- Broad personal network within the energy industry and/or any other industry or commercial sector with high energy consumption, is a plus.
- Excellent communication and networking skills, with confidence in engaging high-level stakeholders and presenting to large audiences.
- Essential soft skills: Ability to manage multiple projects simultaneously, strong solution-oriented mindset, customer service orientation, autonomy, and ease working in a multicultural environment.
- Strong organizational competence, administrative and event organization experience is a plus.
- Fully practical knowledge of the use of information and communication technologies, as well as data analysis tools computer applications.

Excellent verbal and written French and English language skills

C. Lieu et période de mise en œuvre du projet

- **Duty station: Rabat, with regular missions to industrial regions across Morocco and internationally** **Project Duration: 01.01.2026 – 30.06.2026** (Extension possibility until 31.12.2028)