

# KFW

# WE ARE HIRING

## Sector Specialist – Urban Mobility

New Delhi | Full-Time

Send your application to  
[kfwindia@proconsultant.tech](mailto:kfwindia@proconsultant.tech)


Application deadline

29th April 2023

Headhunting Partner

 ProConsultant

 [pratisha@proconsultant.tech](mailto:pratisha@proconsultant.tech)

 +91 62680 76755



# Job Description

## Sector Specialist - Urban Mobility

### + About KfW Development Bank

KfW Development Bank (the German Development Bank) is part of KfW Banking Group, one of the largest bilateral development banks of the world. KfW Development Bank supports activities to fight climate change and to improve economic and social conditions of people in developing countries and emerging economies on behalf of the German Government. Projects and programmes of Indo-German Development Cooperation in India are supported by KfW's New Delhi Office, which works closely with the Head Quarter (HQ) in Frankfurt, Germany. Germany commits around EUR 1 bn (approx. INR 8000 crore) annually to finance large-scale investment projects or policy loans via KfW Development Bank. The financing products range from loans with various levels of concessionality to grants for project preparatory activities and accompanying technical assistance. The KfW New Delhi Office functions as project entry point for KfW, it develops and validates bankable project ideas and supports the respective portfolio managers during the entire life cycle of the funded projects. In doing so, KfW maintains a cross-sectoral working atmosphere, in which colleagues in India and Germany work hand in hand as a team. The KfW New Delhi Office is embedded in the German Development Cooperation structure in India, composed of the German Embassy, GIZ and DEG (a subsidiary company of KfW).

### + Green urban mobility

KfW has been financing mobility projects in India since 2016. Supporting transition of the mobility sector in favour of inclusive and green mobility solutions in urban areas forms a key pillar of Indo-German development cooperation. The common objective by both the Indian and German governments has been underlined by a Joint Declaration of Intent on Green Urban Mobility (GUMP), which was signed by the German Federal Ministry for Economic Cooperation and Development (BMZ) and the Indian Ministry of Housing and Urban Affairs (MoHUA) in 2019. The partnership facilitates a strategic dialogue between Indian and German partners, fosters the exchange of experiences and serves as a laboratory for ideas and innovation. The partnership is also intended to fund large-scale mobility projects on an annual basis. KfW finance public sector projects in urban areas such as rail-based infrastructure like metros, bus sector, e-mobility and non-motorized transport amongst others. Special emphasis is given to multi-modal intergration and last-mile connectivity, as well as inclusiveness. Nexus topics on the interface to the energy sector (e.g. e-mobility and grid stability, energy efficiency in the mobility sector, alternative fuels) and urban sector (e.g. quartier development) are another focus in our interventions. Additionally to the developing of the investment pipeline, there are further other activities, including, but not limited to supporting the political dialogues, as well as joint efforts to enhance the visibility of the partnership.

Headhunting Partner

 ProConsultant



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## Sector Specialist - Urban Mobility

### + About the position

KfW is seeking to fill a position in its New Delhi Office. Together with the Head of Urban and Mobility Team, and the Senior Sector Specialist for Green Urban Mobility (existing positions) in the Office and the Mobility Team at KfW HQ in Frankfurt, the Sector Specialist will further develop KfW's Green Urban Mobility portfolio. He/she will acquire and prepare new projects up to the level of loan/ finance signing as well as working on new initiatives that KfW and the German Government would like to pursue. Additionally, the Sector Specialist will also work on project implementation (such as administration, monitoring of projects, including troubleshooting, and maintaining regular contacts with partners). The Sector Specialist will report to the Head of Urban and Mobility Team and to the Office Director, KfW Office New Delhi, but will also interact closely with the Mobility Team in Office and Frankfurt.

### + Key responsibilities

- Identify and prepare new project ideas in the area of environment-friendly Urban Mobility in consultation with the Mobility Team in KfW New Delhi Office and KfW HQ;
- Establish and/or maintain relations with relevant cooperation partners in the Green Urban Mobility space;
- Observe and analyse sector developments, identify project opportunities and report on the same;
- Support the Mobility portfolio managers in HQ in administering and monitoring ongoing projects;
- Accompany and support KfW appraisal and review missions for identified Mobility pipeline projects;
- Advise KfW's partners on KfW's procedures, rules, and regulations;
- Represent KfW at Conferences/ Seminars, etc., as required;
- Support German Embassy New Delhi upon their request, in consultation with Mobility Team in the KfW New Delhi Office;
- Liaise and cooperate with the German Technical Assistance partner GIZ and other DFIs such as AFD, EIB and World Bank,, in consultation with Mobility Team in the KfW New Delhi Office.



# Job Description

## Sector Specialist - Urban Mobility

### + Requirements and skills

The ideal candidate should have the following professional qualification/ experience:

- Accompany and support KfW appraisal and review missions for identified Mobility pipeline projects;
- 8-12 years of working experience in project management, project finance and/ or implementation of Green Urban Mobility projects in the public and/or private sector;
- Experience in effectively liaising and collaborating with different clients and partners, including government liaison;
- An established substantial professional network with relevant institutions in the Green Urban Mobility space in India;
- Experience in appraisal/ due diligence/ financing of relevant Green Urban Mobility infrastructure projects;
- Very good understanding and professional knowledge of the Indian Green Urban Mobility sector, the reform process, its institutional set-up, its structure and its most important players;
- Strong understanding of relevant Indian ministries and sector - relevant national schemes/ missions;
- Related technical know-how on Green Mobility solutions for Urban areas;
- Prior experience in relevant areas of the Green Urban Mobility including but not limited to rail-based systems, e-mobility, bus sector, multi-modal integration and last-mile connectivity are an asset.

### + Additional skills

- Fluency in English (spoken & written). Very good verbal and written communication skills;
- Proficiency in business software applications, including MS-Word, Excel, and PowerPoint;
- Strong analytical and comprehension skills.

# Job Description

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### + The ideal candidate will

- Be ambitious, self-motivated, pro-active, and able to work both independently as well as in (mixed) teams;
- Reach out to other experts in the field and the KfW Office across sectors liberally;
- Possess strong acquisition capability, combining professional networks, know-how with communication and social skills;
- Blend successfully creativity/ innovation with feasibility in order to generate new projects for KfW financing, i.e. advise on structuring interesting ideas into bankable project proposals;
- Have technical knowledge of relevant engineering/planning;
- Preferably have working experience in the related banking / financial sector or in consulting;
- Have work experience with international development organizations as an advantage.

### + Application process

Candidates should send their application via email to [kfwindia@proconsultant.tech](mailto:kfwindia@proconsultant.tech) alongwith

- CV (no more than 2 pages);
- Cover letter (no more than 2 pages). In the cover letter clearly outline the reason for applying, justifying the fit, and including a brief interpretation / critical review of the role and responsibilities based on the job description;
- Current CTC, Expected CTC and Notice Period.

Shortlisted candidates will be required to submit the following:

- Copy of degrees and certificates (undergraduate, postgraduate, and other professional certificates);
- Two professional references;
- Declaration of undertaking.

**Deadline for application is 5 PM IST, 29th April 2023.**

# Job Description

## Sector Specialist - Urban Mobility

### + Terms and conditions

The position is a full-time position as Sector Specialist offered for a period of two years with a possibility for extension. The main Workspace is the KfW New Delhi Office. The position is expected to integrate closely with the KfW New Delhi Team. The remuneration shall be commensurate with relevant experience and qualifications. It includes health benefits, Employee Provident Fund (EPF) and insurance policies.

### + Kindly note

- Applications must be submitted to the headhunter on **kfwindia@proconsultant.tech**. Applications sent directly to KfW will not be considered;
- The candidates not meeting the mandatory conditions and not submitting the required information and documents in the formats outlined will not be considered;
- Only shortlisted candidates will be contacted and invited for a first round of interviews (virtually or in-person). Successful candidates will be invited for a second round of interviews in New Delhi;
- Candidates will be evaluated based on the relevance of their CVs, the quality of their cover letter and their critical review of the job description, their performance during the interviews as well as on financials.

