

PUBLIC PRIVATE PARTNERSHIP (PPP) MANAGER

Reports to: Director of Demonstration Sites, Center of Expertise for Industrial Land Development (CEILD)

Under the supervision of the Demonstration Sites Unit Director, the PPP Manager will play a leading role in identifying, designing, and brokering PPPs that establish sustainable management practices in Industrial Zones (IZs).

The Demonstration Unit is a unit within the Center of Expertise for Industrial Land Development (CEILD), which is expected to be a center for technical expertise in industrial zones for the Government of Morocco, private sector, industrial zone associations and other stakeholders. The PPP Manager will be part of a team that will also include an Environmental and Social Performance Manager and an Infrastructure Manager.

Responsibilities

The PPP Manager will be expected to carry out the following among his or her primary responsibilities:

- Support the Demonstration Sites Director in management of the Transaction Advisor, who has been hired to advise the CEILD in the structuring and marketing of PPP transactions for development of three pilot IZs, including contract oversight, tracking of the workplan, review of deliverables from a PPP perspective to ensure completeness and quality in accordance with the contract, and payments;
- Provide technical expertise in PPP structuring, PPP feasibility studies, PPP contract development/drafting, and project finance for each of the demonstration sites;
- Oversee the PPP tender process and ensure, in coordination with the Legal and Regulatory Manager, legal/contractual/procurement compliance of drafted contracts;
- Coordinate with the environmental and infrastructure managers regarding alignment of the workplan for the PPP transactions with the plan for completion of relevant environmental and infrastructure work;
- In coordination with the Senior Director of the CEILD and the Director of the FONZID, provide technical expertise in PPP issues for the projects soliciting financial support of the FONZID and ensure that these projects are prepared for competitive market bidding (financial and risk components are adequately identified, quantified and allocated appropriately) and give support in the development of strategies for engaging the private sector;
- In coordination with the Senior Director of the CEILD and the Director of Technical Assistance, support the Technical Assistance Unit in the development of leading practices of PPPs in developing/operating industrial zones and in developing trainings for other stakeholders working on industrial zones in Morocco;
- In collaboration with CEILD leadership, serve as a principal project liaison with private sector partners and stakeholders for FONZID and the demonstration IZ sites;
- Develop training material and deliver or supervise delivery of training courses on relevant PPP topics
- Develop and maintain records and databases of business prospects and contacts;

- With regard to the PPP transactions for the demonstration IZs, provide input to the Demonstration Sites Director on work plans, implementation progress reports, budgets, disbursement request packages, procurement plans and monitoring and evaluation plans.

Qualifications and Experience

- A Master's degree in Finance, Business, Engineering or Economics;
- At least 8 years of private sector development experience in emerging markets, preferably across a wide range of industry sectors;
- At least 5 years of experience in PPP projects, ideally related to infrastructure or industrial zones, including production of "bankable" feasibility analyses, structuring of PPP projects, liaison with clients and stakeholders, and management of tender processes and negotiations up to financial close;
- Demonstrated ability to work with a multi-disciplinary team;
- Ability to communicate effectively, establish, and maintain effective working relationships with the private sector, and other key stakeholders;
- Fluency in French and English is required. Moroccan Arabic language skills are desirable.