Terms of Reference

Manager, Green Financing (Full Time / Part Time)

Grade : D2
Reports to : Senior Manager, Freshwater
Project/Programme : Decarbonizing the Textile Manufacturing Sector of Pakistan
Location : Karachi / Lahore / Islamabad
Duration : 6 months (with the possibility of renewal)
Work Hours : Flex Hours (with the option to work remotely)

ROLE AND RESPONSIBILITIES:

The Manager, Green Financing will work closely with financial institutions that are committed and enabled to launch concessional green financing programs, with a focus on creating more accessible and affordable clean energy financing solutions for the textile SMEs in Pakistan.

1. Lead the negotiation and contracting process with the Financial Implementation partner (Financial Institute)
2. Lead the design and development of a fully functional concessional financing / lending mechanism encompassing the underlying business cases along with the financial flows including indicative amounts (e.g., interest rates, fees)
3. Develop an evaluation matrix to highlight various concessional financial mechanisms options explored and how the finalized mechanism is most appropriate to help achieve the desired objectives / end of project outcomes
4. Identify and assess potential for existing funding schemes for renewable energy that can be tapped for technologies proposed in the project
5. Explore opportunities with the State Bank of Pakistan (SBP) to incorporate green technologies proposed in the project under existing funding schemes
6. Discuss prospects with the SBP for a conducive regulatory regime pertaining to energy efficiency financing for the textile sector
7. Follow up with project partners (NEECA, Ministries etc.) on their feedback on the green financing mechanism in the project
8. Prepare documentation such as, credit checklist, term sheets and key performance indicators etc. in close collaborating with the Financial Implementation partner
9. Overseeing and coordinating with project teams to develop a resource consumption profile of the local textile manufacturing sector in Pakistan.
10. Conduct a market analysis of the textile SME landscape in terms of
    - market size and growth potential for RE/EE
    - existing green technology suppliers and vendors
    - existing renewable solution suppliers and vendors
    - scope of improving social standards through improved environmental compliance in SMEs
• possibility of setting up secondary market for green technologies with an overarching goal to incorporate buy-back clause with green technology vendors in case of Non-Performing Loans
11. Develop linkages with relevant technical partners and sign MoUs / contracts
12. Consolidate the detailed industrial analysis data for small and medium enterprises (SMEs) in the textile sector to build a case for green financing for RE / EE
13. Assess risks pertaining to establishment of a green financing mechanism for the textile SMEs and develop a mitigation plan
14. Conduct dissemination workshops for the financial institutions on financing the greenhouse gas mitigation interventions
15. Oversee Energy / Resource Efficiency Audits conducted through consultant to determine eligibility and viability of replacing existing equipment with energy efficient alternatives
16. Draft a detailed project proposal and coordinate with the Program Development Team (including but not limited to proposals, log frames, work plans, and budgets) with WWF-Pakistan’s various teams, global WWF Network, and other partners and stakeholders

SELECTION CRITERIA:

Education and Experience
• Masters in finance, economics, accounting, business administration or related discipline from a reputable international or Pakistani institution. Certificate or degree in alternative energy will be given preference.
• At least 7-8 years of experience in corporate finance, banking, management consulting, principal investing in alternative energy projects or other relevant financial institutions.
• Preference will be given to candidates having experience with:
  o solar/renewable project financing; energy/environmental audits either directly or through consultants;
  o Funding of alternative energy projects at a bank or a private equity fund.
• Professional exposure of working in Pakistan
• Experience working in a multicultural environment preferred

Skills and Abilities
• Excellent writing and communication skills in English
• Ability to work both independently and in coordination with teams to effectively meet deadlines
• Excellent research and analysis skills, along with initiative for keeping up to date on environment and development issues, priorities, and trends
• Proficiency in MS Office applications (experience using, Google applications, and data analysis software preferred)
• A personal commitment to nature conservation and sustainable development
• Adheres to WWF’s values, which are: Passionate & Optimistic, Challenging & Inspiring, Credible & Accountable, and Persevering & Delivering Results.

WWF - Pakistan is an equal opportunity employer.
WWF - Pakistan reserves the right to amend and upgrade these TORs, as may be required in the interests of the organization. Applications are received through WWF - Pakistan's website www.wwfpak.org