



GOVERNMENT OF SINDH WORKS & SERVICES DEPARTMENT PUBLIC-PRIVATE PARTNERSHIP NODE

VACANCY ANNOUNCEMENT

Public-Private Partnership (PPP) Node of the Works & Services Department, Government of Sindh, through IBA Karachi, is looking for suitable candidates against the following **market-based positions** on a two (2) years contract, extendable further subject to the satisfactory performance:-

DIRECTOR (FINANCE) - 01 Position

<p>Age Limit: Not exceeding the age of 45 years with sound health</p> <p>Qualification:</p> <ul style="list-style-type: none"> Masters in Finance / Business Administration (Finance) (3.0 CGPA, where CGPA is not applicable minimum 1st Division or 70%) from HEC recognized University/Institute; or CA / ACCA / CFA / ICMA (Qualified Associate or Fellow Member) <p>Experience: At least 8 years of relevant and verifiable experience in Corporate Banking/ Investment Banking/ Financial Advisory/ Project Finance/ Investment Research and/or PPP Project(s).</p> <p>Required Skills:</p> <ul style="list-style-type: none"> Strong financial modeling, transaction handling and corporate documentation Good command of MS Office Strong analytical and interpersonal skills 	<p><u>Terms of Reference / Job Description / Responsibilities</u></p> <p>The position shall have following responsibilities:</p> <ul style="list-style-type: none"> Coordinate between PPP Unit – Finance Department, Financial Institutions, Investors, Multi-lateral institutes, Transaction Advisors and different Government Departments as the focal performance for project related financial matters of the node; Lead and supervise financial analysis, feasibility studies and project structuring at the department's level; Prepare and supervise financial models and project structure for transactions; Assist the procurement process on behalf of Government of Sindh to hire advisors or to solicit private investment in different projects; Prepare procurement and corporate documents including EOIs, PQDs, RFQs, RFPs, Concession Agreements, Implementation Agreements, Information Memorandum, Guidelines, Project Presentations and Briefs etc.; Assist the financial close process on infrastructure transactions; Manage the office processes with a perspective that encompasses both the private and public sectors' point of view; and Perform any other tasks as assigned by the Competent Authority.
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DIRECTOR (LEGAL) - 01 Position

<p>Age Limit: Not exceeding the age of 45 years with sound health</p> <p>Qualification: LLM or LLB (3.0 CGPA, where CGPA is not applicable minimum 1st Division or 70%) from HEC recognized University/Institute.</p> <p>Experience: At least 8 years of relevant and verifiable corporate experience, e.g., drafting, vetting, or negotiating commercial contracts, or dealing with banking & finance transactions, or handling transactions involving joint ventures, projects, capital market, mergers or acquisitions, at a corporate & commercial law firm or in a corporate environment as an in-house legal counsel.</p> <p>The candidates having legal experience of drafting, vetting, or negotiating contracts in relation to banking and finance transactions, projects, or PPP projects shall be preferred.</p> <p>NOTE:</p> <ol style="list-style-type: none"> For the sake of clarity, litigation or court experience or civil and criminal law experience shall not be relevant for this position and therefore, must not be specified in the CVs. The applicants must state in their CVs details of ONLY corporate work experience gained during their previous jobs at a corporate & commercial law firm or in a corporate environment. <p>Required Skills:</p> <ul style="list-style-type: none"> Ability to analyze complex legal issues, identify risks, and provide strategic legal advice. Strong research skills to stay updated with current laws, regulations, and legal precedents. Excellent written and verbal communication skills 	<p><u>Terms of Reference / Job Description / Responsibilities</u></p> <p>The position shall have following responsibilities:</p> <ul style="list-style-type: none"> Prepare procurement documents such as EOI, RFQ, RFP, and Concession Agreements etc. Vet project documentation during the feasibility, transaction advisory, implementation and operation & maintenance stages Coordinate between transaction advisors and lenders on the project structuring and documentation Provide legal opinion and liaison with Law Department - Government of Sindh, Advocate General and advisors Perform risk assessment to safeguard Government of Sindh's interest in the PPP Projects Resolve legal matters and queries pertaining to project lifecycle; Perform any other related tasks as assigned by the Competent Authority.
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DIRECTOR (PROCUREMENT) - 01 Position

<p>Age Limit: Not exceeding the age of 45 years with sound health</p> <p>Qualification:</p> <ul style="list-style-type: none"> Masters in relevant discipline such as Public Procurement / Supply Chain Management / Contract Management / Law / Business Administration / Economics / Finance or Accounts / Computer Science (3.0 CGPA, where CGPA is not applicable minimum 1st Division or 70%) from HEC recognized University/Institute Certification in public procurement will be an added advantage <p>Experience: At least 8 years of relevant verifiable experience in Public Procurement under a regulatory environment.</p> <p>Note: For the sake of clarity public procurement means procurement planning, execution and management.</p> <p>Required Skills</p> <ul style="list-style-type: none"> Knowledge procurement laws & practices Good command of MS Office Strong interpersonal skills Knowledge of Code of Corporate Governance, SPPRA rules, and e-procurement will be an advantage. 	<p><u>Terms of Reference / Job Description / Responsibilities</u></p> <p>The candidate shall have following responsibilities:</p> <ul style="list-style-type: none"> Developing, monitoring and implementing the Annual and Periodic Procurement Plans; Prepare bidding documents and ensure compliance in pursuance of the Sindh Public Procurement Regulatory Authority (SPPRA) Rules 2010 and Sindh Public-Private Partnership Act, 2010; Developing, drafting and issuing procurement related documents required for the different phases of procurement cycle (such as, EOIs, IFBs / NITs, RFOs, RFPs) and monitoring contract management; Initiating and managing processes of issuance of bid documents, evaluation reports, minutes of negotiations, contract award, contracts, and various internal processing of documents required to comply with the procurement regulations and facilitate the procurement processes; Negotiating contracts, modifications, and waivers under rules and regulation of public procurement regulatory authority and other financial agencies; Reviewing requests for services and products, and meeting with contractors to ensure they understand requirements; Maintaining/record-keeping of all procurement-related documents, bid evaluation reports, contracts etc. Updating procurement portals or procurement web page on department's and SPPRA's website; Assisting various audit/performance reviews and ensure that procurement documents provide complete track of procurement cycle; Coordinating with agencies & partners on procurement related matters; Perform any other related tasks as assigned by the Competent Authority.
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ASSISTANT DIRECTOR (FINANCE) - 01 Position

<p>Age Limit: Not exceeding the age of 35 years with sound health</p> <p>Qualification:</p> <ul style="list-style-type: none"> • Minimum Bachelor's Degree in Finance / Business Administration (Finance) (3.0 CGPA, where CGPA is not applicable minimum 1st Division or 70%) from HEC recognized University/Institute or • CA / ACCA / CFA / ICMA (Qualified Associate or Fellow Member) <p>Experience: At least 5 years of relevant and verifiable experience in Corporate Banking/ Investment Banking/ Financial Advisory / Project Finance/ Investment Research and/or PPP Project(s).</p> <p>Required Skills:</p> <ul style="list-style-type: none"> • Strong financial modeling, transaction handling and corporate documentation • Good command of MS Office • Strong interpersonal skills 	<p><u>Terms of Reference / Job Description / Responsibilities</u></p> <p>The candidate shall have following responsibilities:</p> <ul style="list-style-type: none"> • Work with Senior Director(s)/Director(s) of Node and other government entities on the feasibility studies required in order to demonstrate project viability; • Build/Analyze financial models and vet project documentation in the feasibility, transaction advisory and investor solicitation stage; • Assist in the preparation of EOIs, RFQs, RFPs, Concession Agreements, Implementation Agreements, Information Memorandum, Guidelines, Project Presentations and Briefs etc.; • Perform in depth research related to projects and government initiatives; • Coordinate between transaction advisors and Government of Sindh on the project structuring, if required; • Manage the processes with a perspective that encompasses both the private and public sectors' point of view; • Perform any other related tasks as assigned by the Competent Authority.
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ASSISTANT DIRECTOR (LEGAL) - 01 Position

<p>Age Limit: Not exceeding the age of 35 years with sound health</p> <p>Qualification: LLM or LLB (3.0 CGPA, where CGPA is not applicable minimum 1st Division or 70%) from HEC recognized University/Institute.</p> <p>Experience: At least 5 years of relevant and verifiable corporate experience, e.g., drafting, vetting, or negotiating commercial contracts, or dealing with banking & finance transactions, or handling transactions involving joint ventures, projects, capital market, mergers or acquisitions, at a corporate & commercial law firm or in a corporate environment as an in-house legal counsel.</p> <p>The candidates having legal experience of drafting, vetting, or negotiating contracts in relation to banking and finance transactions, projects, or PPP projects shall be preferred.</p> <p>NOTE:</p> <ol style="list-style-type: none"> For the sake of clarity, litigation or court experience or civil and criminal law experience shall not be relevant for this position and therefore, must not be specified in the CVs. The applicants must state in their CVs details of ONLY corporate work experience gained during their previous jobs at a corporate & commercial law firm or in a corporate environment. <p>Required Skills:</p> <ul style="list-style-type: none"> • Ability to analyze complex legal issues, identify risks, and provide strategic legal advice. • Strong research skills to stay updated with current laws, regulations, and legal precedents. • Excellent written and verbal communication skills 	<p><u>Terms of Reference / Job Description / Responsibilities</u></p> <p>The candidate shall have following responsibilities:</p> <ul style="list-style-type: none"> • Work with and assist Director(s) on legal matters pertaining to project lifecycle; • Work on PPP projects on the procurement documents such as EOI, RFQ, RFP and Concession Agreements etc.; • Vetting of project documentation during the feasibility, transaction advisory and implementation stages; • Coordinate between transaction advisors, Administrative Departments, Lenders and Government of Sindh on the project structuring and documentation if required; • Assist Director(s) in furnishing Legal opinions and liaison with Law Department, Advisors and Advocate General for the same; • Perform any other related tasks as assigned by the Competent Authority.
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ASSISTANT DIRECTOR (TECHNICAL) - 03 Position

<p>Age Limit: Not exceeding the age of 35 years with sound health</p> <p>Qualification:</p> <ul style="list-style-type: none"> • Minimum Bachelor's Degree in Civil Engineering (3.0 CGPA, where CGPA is not applicable minimum 1st Division or 70%) from HEC recognized University/Institute <p>Experience: At least 5 years of relevant and verifiable experience in civil engineering and/or infrastructure projects or PPP project(s).</p> <p>Required Skills:</p> <ul style="list-style-type: none"> • Demonstrated technical skills • Good command of MS Office • Strong analytical and interpersonal skills 	<p><u>Terms of Reference / Job Description / Responsibilities</u></p> <p>The candidate shall have following responsibilities:</p> <ul style="list-style-type: none"> • Work with Senior Director(s)/Director(s) and other government officials and entities on the feasibility studies required in order to demonstrate project viability; • Provide input into all PPP projects primarily from civil engineering perspective and explicit/implicit financial costs to the government; • Analyze, principally civil engineering scope of work (mechanical and electrical as an add-on if need be) from the feasibility, transaction advisory stage and thereafter monitoring of works in coordination with the Independent Engineer, Commissioner Offices, Board of Revenue Offices and Line Departments; • Coordinate between transaction advisors, lenders and Government of Sindh on the project structure; • Oversee progress on various stages of PPP projects; • Assist in developing financial models and calculations such as EIRR; • Perform any other tasks as assigned by the Competent Authority.
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Pay and Allowances: Market based compensation commensurate with the skill level of the successful candidate.

Application Submission Process: The CV along with copies of all relevant documents (experience certificates, educational credentials, CNIC and domicile) must be submitted via IBA Karachi online portal <https://admissions.iba.edu.pk/ppp-nwsd-gos.php> within twenty (20) days of publication of this advertisement.

The following terms and conditions apply:-

- All positions will be considered strictly on merit basis.
- Only applicants domiciled in Sindh will be considered.
- Only shortlisted candidates would be called for written test and / or interviews.
- Only application(s) submitted online through the link provided will be considered. For clarity purposes, submission of application(s) through any other means/ channel, such as by-mail or in-person, will not be considered/ entertained.
- All written tests and/or interviews will be held in Karachi. No TA/DA will be applicable.
- Age will be considered up to the deadline for submission of application. Age relaxation shall not be applicable.
- Applicants may apply for multiple positions. If the test date and time for these positions overlap candidate may appear for the test of any one position of their preference. Test dates will not be rescheduled under any circumstances.
- With the approval of competent authority, this recruitment process may be canceled without any notice at any stage.

**Director – PPP Node
Works & Services Department
Government of Sindh**