



---

**REQUEST FOR EXPRESSIONS OF INTEREST  
FOR AN INDIVIDUAL CONSULTANT**

**AFRICAN DEVELOPMENT BANK**  
*Human Capital Youth and Skills Department, AHHD*  
*Immeuble CCIA, Avenue Jean*  
*Paul II, 01 BP 1387, Abidjan 01 Cote d'Ivoire*

**E-mail:** [a.opare@afdb.org](mailto:a.opare@afdb.org) and cc to [a.kumar@afdb.org](mailto:a.kumar@afdb.org);

**Title of the assignment:** Senior Private Sector Investment Consultant in Healthcare sector, based in South Africa

**Brief description of the Assignment:** The consultant will support in business development, pipeline generation and knowledge work under implementation of the Bank's Strategy for Quality Health Infrastructure in Africa (Health, Nutrition and Social protection) priorities in the Southern African Region.

In line with its mandate, the department aims to implement the Strategy for Quality Health Infrastructure in Africa (SQHIA), 2022-30 and generate private sector business opportunities across Africa. This mandate will also include building strong relationships with private sector ecosystem; and build a strong knowledge work, responsive and competitive business footprint for the Bank across the region.

**Department issuing the request:** Human Capital Youth & Skills Department (AHHD)  
**Place of assignment:** Pretoria, South Africa  
**Duration of the assignment:** Six (6) months full time (renewable based on budget and performance)  
**Tentative Date of commencement:** 15 September 2023  
**Deadline for applications:** 25 August 2023 2 pm, Abidjan time (GMT)  
**Applications to be submitted to:** [a.opare@afdb.org](mailto:a.opare@afdb.org); and cc to [a.kumar@afdb.org](mailto:a.kumar@afdb.org);

**Any questions and requests for clarifications may be sent to:** Email: [a.opare@afdb.org](mailto:a.opare@afdb.org)

### **How to Apply**

Interested candidates are invited to send a one page motivational letter and their updated Curriculum Vitae (based on the template in Annex I) and letter of interest in a single PDF file (in English or in French) to [a.opare@afdb.org](mailto:a.opare@afdb.org); and cc to [a.kumar@afdb.org](mailto:a.kumar@afdb.org) with the following email format.

File name: “[last name], [first name]” (e.g. Peterson, Anna)

Subject line: “AHHD-RDGS Senior Consultant Public Health, Nutrition and Social Protection, South African Region”

## Terms of Reference

### Consultant to support the private sector investments in healthcare sector (based at South Africa).

---

#### 1. BACKGROUND

The African Development Bank (AfDB) is the premier multi-lateral development finance institution fostering economic growth and social progress in Africa. The AfDB's primary goal is to reduce poverty and improve living standards by mobilizing resources in and outside Africa and providing financial and technical assistance for development projects and programs in Africa.

The Human Capital, Youth and Skills Development Department (AHHD or Department), within the Agriculture, Human and Social Development Complex (AHVP) spearheads the achievement of the High 5-5 priority on "*Improving the Quality of Life of People in Africa*" and contributes to the other High 5s<sup>1</sup>. The Department has two divisions: (i) Education, Human Capital and Employment (AHHD1) which focuses on scaling-up of Bank's support to education, human capital and employment/livelihoods; and (ii) Public Health, Security and Nutrition Division (AHHD2) focusing on strengthening health systems and nutrition for human wellbeing. AHHD also hosts various pertinent initiatives and trust funds, including the Jobs for Youth in Africa (JfYA) flagship and Banking on Nutrition (BON).

The Bank has recently approved the Strategy for Quality Health Infrastructure in Africa (SQHIA) 2022-2030, to support Africa's health infrastructure deficits, drawing on its core expertise in infrastructure development. The objective of this Strategy is to support African countries accelerate the development of quality health infrastructure and ensure that all individuals receive the health services they need without financial hardship to progress towards the SDG 3 and the AU agenda 2063 on health.

#### 2. CONTEXT

The African health sector is characterized by inadequate access and poor quality of health services, which have direct impact on the populations quality of life. Economic and population growth combined with an evolving disease burden continue to increase demand for health services and put pressure on limited health infrastructure and systems. Access to health care by the poor and marginalized remains a major challenge in most African countries (Bank's Regional Member Countries). Efforts such as the Agenda 2063 by African Heads of State and UN Sustainable Development Goals (SDGs) Vision 2030 stress the urgency for accelerated investments in health and progress towards universal health care across Africa.

---

<sup>1</sup> The High 5s: Light up and Power Africa; Feed Africa; Industrialize Africa; Integrate Africa; and Improve the Quality of Life for the People of Africa.

Despite recent progress, child and maternal mortality remain high in many African countries. With just 15% of the global population, Africa accounts for 50% of global deaths from communicable diseases. Poor health outcomes reflect a lack of access to quality health services: a third of Africans live more than two hours away from health services, and there are severe shortages in hospital beds, medical equipment, and drugs.

With its growing population, Africa has large and diverse health infrastructure needs. Poorer countries and fragile states face the highest rates of communicable disease and the highest overall disease burden.

Africa faces major deficits in financing for health infrastructure. The \$4.5 billion in capital expenditure currently made by Africa governments each year is far below the estimated \$26 billion in annual investment needed to meet evolving health needs over the next decade.

### **3. OBJECTIVE OF THE ASSIGNMENT**

The African Development Bank Human Capital, Youth and Skills Development Department (AHHD) seeks to recruit a consultant to support in business development, pipeline generation and knowledge work under implementation of the Bank's Strategy for Quality Health Infrastructure in Africa (Health, Nutrition and Social protection) priorities in the Southern African Region.

In line with its mandate, the department aims to implement the Strategy for Quality Health Infrastructure in Africa (SQHIA), 2022-30 and generate private sector business opportunities across Africa. This mandate will also include building strong relationships with private sector ecosystem; and build a strong knowledge work, responsive and competitive business footprint for the Bank across the region.

### **4. SCOPE OF THE ASSIGNMENT**

Under the general guidance of Human Capital Youth and Skills Regional Manager for Southern Africa, the consultant will work closely with the rest of the team.

The responsibilities for the consultant will include, but not limited to:

#### **Sector Assessment: 30%**

- 1) Conduct in-depth healthcare sector analysis including regulatory framework, role of public and private sector, summarize gaps, challenges, opportunities and innovative solutions to shape and define compelling high-level quality policy briefs, actions and recommendations for dialogue and strategic engagement with Healthcare sector.
- 2) Map out health systems and infrastructure then identify priority (opportunities for interventions) needs for the RDGS countries and health services readiness among health care providers.
- 3) Analyze the sectoral trends (primarily in Southern Africa), compare and contrast with global commitments such as the AU development Goals, SDGs as well as local RMC commitments,
- 4) Carry out financial and economic analysis underpinning private health projects and provide recommendations regarding the amounts and terms and conditions of the Bank's loans

#### **Business development and pipeline generation: 70%**

- 1) Develop strong relationships with relevant stakeholders (private sector, hospital operator, lenders, government agencies etc) in the healthcare sector.
- 2) Develop a feasible private sector investment projects pipeline in the region.
- 3) Support the Regional team's interventions in upstream investment activities, structuring, negotiation, etc. Contribute to the operational documents and provide support for internal processing, review transaction agreements, and coordinate across project components with other team members;

Other tasks:

- 1) Support the Coordination of all divisional activities, including all related logistics that ensure comprehensive consultations with all stakeholders;
- 2) Prepare briefing notes, design power point presentations, and help draft concept notes and knowledge products to socialize and present proposed pipeline projects.
- 3) Any other duties assigned by the Bank's Management.

## **5. Deliverables:**

In addition to the duties and responsibilities, the Consultant will be responsible for the following Deliverables:

- 1) Building at least 10 feasible healthcare investment projects in private sector, primarily in Southern Africa, in line with bank's policy.
- 2) Prepare sector assessment of the countries.

At the conclusion of the assignment, the Consultant's outputs will be evaluated based on the following criteria:

- a. Professional competence (20%).
- b. Analytical, reasoning, organizational and communication skills (10%).
- c. Proven track record of pipeline generation in private sector in healthcare (Africa) (70%).

## **6.1 MINIMUM QUALIFICATIONS AND EXPERIENCE**

The Bank is looking for a seasoned consultant, who is highly respected and connected within the South African Regional Member Countries with the following attributes:

- Holding at least a master's degree in economics, business, finance, investment, or equivalent
- At least 15 years' experience in business development, strong networking with healthcare ecosystem (primarily in private sector) and proven track record of developing a feasible private sector investment project, at least 10 (sizeable).
- Having at least 10 years of private sector experience including policies in the healthcare sector across Africa.
- Strong and demonstrable experience in stakeholder engagement (private sector, lenders, etc), networking and broad consultations.

## **6.2 Skills**

The Consultant will also be required to have:

- Excellent language capability (read, write, speak) in either English or French, with good working capacity in the other language.
- Strong interpersonal and communication skills (both writing and verbal) and mastery of infographics in data presentation.
- Excellent report writing skills (Demonstratable).
- Ability to work on multiple assignments within tight timelines and to deliver in a timely manner without compromising quality.
- Competence in the use of standard MS Office and virtual work applications

## **7. ADMINISTRATION/REPORTING**

The consultant will work closely with the Southern African regional team under close supervision of the Regional Manager for Human Capital Youth and Skills under the Department of Human Capital Youth and Skills Development Department.

## **8. DURATION OF THE ASSIGNMENT**

The duration of the assignment will be 6 calendar months starting in September 2023. The consultant will be based in the Bank's South African Regional Office (Pretoria).

## **9. REMUNERATION**

To be negotiated in line with the African Development Bank procurement rules and procedures.

**Disbursement of the fees will be based on the outlined deliverables in this Terms of Reference.**