

Terms of Reference

Consultant - Strategic relationship building with German Government donor agencies and key suppliers

September 2025

1. Background

Germany remains a top global donor despite recent reductions in ODA levels, with key governmental implementing agencies such as GIZ (German Agency for International Cooperation), and KfW (German Development Bank) playing influential roles and key groups such as IKI (International Climate Initiative) Secretariat, which sits under ZUG (management agency of the Federal Ministry of Environment). Germany's development policy, shaped by values and strategic interests, prioritises cooperation with the Global South, climate resilience, displacement prevention, and access to raw materials.

WaterAid is already working for GIZ (in Papua New Guinea as of mid-2025) and has done so across several countries in the past, including Malawi, Uganda, Zambia, and Myanmar. However, there is a need to strengthen our visibility and deepen our institutional relationships across the German ecosystem. Building a well-informed, relationship-driven presence in Berlin (and in Eschborn) —through strategic networking and active visibility—is key to positioning WaterAid for future funding and collaboration.

3. Objective

To increase WaterAid's visibility and access to funding from German development institutions by building relationships with key suppliers, monitoring engagement opportunities, and facilitating strategic conversations with actors across GIZ, KfW and affiliated agencies.

3. Scope of Work and Key Responsibilities

a) Stakeholder Networking

- Review existing WaterAid networks and entry points to target stakeholders, as per their decision-making role within the programming cycle & partnerships.

- Identify, prioritise, and engage key contacts within GIZ, KfW, and IKI Secretariat especially on the geographies to then aim to connect strategically WaterAid & their country offices.
- Map influential platforms such as VENRO, working groups, and events where WaterAid could gain visibility to expand strategic partnerships.
- Facilitate introductions and represent WaterAid in selected donor meetings, conferences, and networking spaces.

c) Partnership Facilitation

- Identify complementary organisations (consultancies, development agencies, NGOs, research institutes, etc.) with potential for joint programming or bid development under both German & EU funding.
- Explore engagement opportunities in GIZ's commissioned programmes, especially in Africa and South Asia.

d) Strategic Positioning

- Support WaterAid teams in aligning WASH programming with German policy priorities (climate, health, displacement, energy).
- Identify entry points for funding, including IKI Large Grants and GIZ-managed co-financing arrangements through a targeted market analysis of ongoing large-scale programmes (relevant to WaterAid) in priority countries incl. implementing partners.

d) Internal Coordination

- Provide strategic advice and briefing notes to WaterAid country and global teams.
- Deliver regular updates on engagements and a final strategic report with actionable recommendations.
- Be available to meet WaterAid German Advocacy rep to coordinate approach

4. Duration and Level of Effort

- **Period:** September–December 2025 (TBC)
- **Level of effort:** Up to 20 working days within a 10-12 week period
- **Location:** Bonn or Berlin preferred

5. Required Skills and Experience

- Proven experience working with or engaging GIZ, KfW, and other German governmental agencies
- Proven experience working in or engaging with the key suppliers of international development work for the German Government ministries

- Strong professional network in the Berlin development sector
- Fluent in **German and English**; excellent verbal and written communication
- Knowledge of international development cooperation frameworks and WASH, climate, or health sectors

6. Reporting and Management

The consultant will report to the Business Development and Partnerships Team Lead at WaterAid.

7. Application Process

Interested consultants should submit:

- A CV and short cover letter outlining relevant experience, approach and availability to francescalemanczyk@wateraid.org
- Daily rate (inclusive of all expenses and taxes)