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TA-6881 REG: Preparing Nonsovereign Operations in the Pacific - Business Development and Pipeline Origination Consultant (E-055322-001)

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Date Published: **15-Oct-2026** Deadline of Submitting EOI: **28-Oct-2026 11:59 PM Manila local time**

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Terms of Reference (Individual Consultant)

Expertise Business Development and Pipeline Origination Consultant

Consultant Source International

TOR Keywords Business Development, Pipeline Development

Expertise Group Finance and Investment

Objective and Purpose of the Assignment

TA6881-REG co-finances feasibility and market studies to support nonsovereign operations of ADB's Private Sector Operations Department (PSOD) in Pacific developing member countries (DMC). The TA co-finances alongside project sponsors on a reimbursable basis, project feasibility studies to assess and confirm they are viable opportunities for PSOD, and prepare market studies to assess risks and opportunities in sectors that can potentially promote further private sector growth in the region.

One of the four priority target sectors of the TA, agriculture (including fisheries) and agricultural processing and related industries is a major industry sector across the Pacific. Encouraging the development of the agribusiness sector is an important aspect of ADB's private sector development work in the Pacific under ADB's Food Systems Transition Ambition.

PSOD's Agribusiness Investment Team (AIT) identifies, structures, and finances agribusiness projects supporting food security, food safety, local value addition, rural development, gender inclusion, reduced pollution, climate change mitigation, and climate change adaptation. It also works with agribusiness sponsors with strong technical and financial capabilities to ensure a successful implementation of the investment projects. AIT requires the services of a Business Development and Pipeline Origination Consultant to identify priority investment opportunities, undertake sector and market assessments, engage potential sponsors and investors, and help build a sustainable pipeline of nonsovereign agribusiness investments in the Pacific region.

Scope of Work

The Business Development and Pipeline Origination Consultant will work closely with PSOD staff in Manila and will undertake the following: (i) conduct Pacific region business development; (ii) conduct information and market research; (iii) support project preparation and processing and related documentation; and (iv) act as a focal person for agribusiness projects in the Pacific. The consultant will contribute to PSOD-AIT's ambition of closing at least one Pacific investment a year while supporting SD-AFNR strengthen the enabling environment for private sector companies.

The Business Development and Pipeline Origination consultant will also liaise with the Pacific Private Sector Development Initiative's (PSDI's) enabling environment experts to discuss regulatory and institutional constraints to agribusiness development in the Pacific and areas where upstream reforms would support agribusiness growth. Working directly with clients, the consultant would also develop their capacity to undertake transaction with ADB and improve their bankability.

The Business Development and Pipeline Origination Consultant's place of assignment will either be in Sydney, Australia or in one of ADB's Pacific DMCs. The consultant will jointly report to PARD's Senior Private Sector Development Officer and AIT's focal for PARD region.

Detailed Tasks and/or Expected Output

Timesheet: The assignment will be full-time for 250 working days for the first year and open to extension subject to availability of funds and requirement for the services, for the following year. The role will be responsible for the following tasks:

A. Business Development

1. Conduct desktop research and prepare a report on the agribusiness sector landscape, identifying gaps and project development/investment opportunities in the region;
2. Undertake travel missions to conduct market scoping and identify and pre-qualify investment-ready companies in the region;
3. Develop a pipeline of agribusiness clients and investments by identifying potential debt or equity transactions presenting both a strong developmental impact potential and robust financial profile in the Pacific and prepare appropriate financing proposals;

B. Project Preparation and Transaction Processing

4. Conduct due diligence on potential projects, including gathering information, feasibility and market research/studies; preparing business plans/pre-concept/concept memoranda; or procuring short-term consultants/specialists for project preparatory work and due diligence studies on the potential agribusiness, agricultural processing and fisheries sector investments.
5. Acquire industry, market, financial and credit information on targeted companies; provide guidance on structuring transactions; and conduct financial analysis, risk ratings and pricing for these companies;
6. For equity investments, prepare valuation analysis and undertake comparable market analysis;
7. Draft and propose risk mitigation options through financial structuring and using available derisking products;
8. Participate and/or lead meetings with clients for project due diligence together with AIT staff;
9. Support internal approval processes including interface with safeguards, credit, integrity, legal and other teams by preparing proposals, TA/RRP papers, Investment Committee and ADB Board documents, FAST reports, and other transaction processing materials.
10. Participate in negotiation of loan, guarantee, and equity documentation together with ADB staff, closing at least one Pacific investment project a year;

C. Knowledge Sharing

11. Report to AIT focal on agribusiness projects in the Pacific region;
12. In coordination with the Pacific regional lead, organize TA knowledge events, policy roundtable discussions, etc. required under AIT's joint workplan;
13. Work closely with resident missions, Sectors Group, PSOD, and OMDP on the agribusiness aspects of private sector assessment/diagnostics, and lead the development and implementation of clear and actionable PSD strategies in the agribusiness sector aligned with country partnership strategies; and
14. Develop knowledge case study products on lessons learned from supported transactions.

Minimum Qualification Requirements

The Business Development and Pipeline Origination Consultant should have the following qualifications:

- Master's degree in Business Administration, Finance, Economics, or equivalent. University (e.g., bachelor's) degree combined with specialized experience in similar organization/s, may be considered in lieu of a Master's degree.
- At least 7 years of relevant professional experience in corporate and project lending, investment banking, advisory, private equity, or development finance institutions, leading direct cross-border debt or equity transactions – exposure to the food and agribusiness sector and/or the Pacific region is considered an asset.
- Excellent financial analysis, equity valuation, corporate and project finance, and other core banking and investment skills.
- Excellent analytical, written and verbal communication skills in English and ability to communicate effectively to management.

Minimum General Experience 7 Years

Minimum Specific Experience (relevant to assignment) 7 Years

Regional/Country Experience ☐ Required ☒ Desired ☐ Not Required

Deliverables

Details	Name	Type	Estimated Submission Date
▶	Pipeline of high-quality agribusiness clients in Pacific	Report	30-Apr-2027
▶	Business development missions on prospective clients	Others	31-Dec-2027
▶	25 meeting reports for prospective clients	Report	31-Dec-2027

▶	7 Financing Offers developed for prospective clients	Others	31-Dec-2027
▶	Draft 3 pre-Concept Review Memoranda and 1 Concept Review Memorandum	Report	31-Dec-2027
▶	Due diligence reports on AIT projects prepared with ADB staff	Report	31-Dec-2027
▶	1 Draft Final Review documents	Final Report	31-Dec-2027

Schedule and Places of Assignment (chronological and inclusive of travel)

Schedule Type ☒ Continuous ☐ Intermittent

Max. Working Days/Week Home Office 5 Field 6

City and Country	Working Days	Estimated Start Date	Estimated End Date	Other Details (use if place selected is Others)
Home Office, Other	58	01-Jan-2027	31-Mar-2027	
Manila, Philippines	20	01-Apr-2027	30-Apr-2027	
Home Office, Other	55	01-May-2027	15-Jul-2027	
Regional, Other	49	16-Jul-2027	30-Sep-2027	Pacific DMCs to be identified
Home Office, Other	68	01-Oct-2027	31-Dec-2027	
Total	250			

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