



Mzuzu University Tourism Incubation Centre

CALL FOR APPLICATIONS

PROVISION OF BUSINESS DEVELOPMENT SERVICES (BDS) TO ENTERPRISES IN THE TOURISM SECTOR

The Deutsche Gesellschaft für Internationale Zusammenarbeit (GIZ) GmbH, Germany's technical cooperation agency commissioned primarily by the Federal Ministry for Economic Cooperation and Development (BMZ), delivers innovative and sustainable development solutions worldwide.

In Malawi, GIZ is implementing the third phase of the *More Income and Employment in Rural Areas* (MIERA III) programme, which aims to enhance the competitiveness of SMEs, particularly women and youth. The programme focuses on fostering growth, job creation, climate resilience, green transformation, and gender-responsive business practices.

In partnership with the Malawi's Department of Tourism and working through GOPA AFC and Mzuzu University's Tourism Incubation Centre, GIZ-MIERA will deliver business development services to tourism enterprises. In the short-term, the initiative seeks to improve SME business processes, service delivery, creativity, innovation, and operational efficiency. In the medium term, it aims to increase profitability, improve incomes, and create jobs, ultimately strengthening the competitiveness, growth, youth and women participation and climate resilience of tourism SMEs.

The Programme is, therefore, inviting applications from suitably qualified SMEs, whether sole trader or company, (this includes but is not limited to tour guides, tour operators, travel agents, accommodation establishment operators, restaurateurs, curio sellers, arts and crafts, club/bar owners, cultural troupes and village owners amongst others) to participate in the incubation programme which is scheduled to commence on **9th February 2026**.

The successful candidates will undergo an intensive incubation process/business development service (BDS) provision for a period of three (4) months. The goal of the BDS programme is two-fold. Venues for the BDS services will be communicated in due course.



Eligibility of applicants:

- Must be a Malawian owned tourism business
- The business must be legally registered in Malawi.
- The tourism business must have been operating for at least one year
- Must commit to fully participate in a two-month BDS programme using a blended mode of delivery (both face to face and virtual)
- Participation in entrepreneurship training offered or supported by GIZ would be an added advantage
- Youth and women-led tourism enterprises are encouraged to apply.

How to apply?

Interested SMEs can access the online application form via this link: <https://ee.kobotoolbox.org/single/tUD4TbX2>. Alternatively, interested applicants can access physical application forms by downloading the form from the Mzuzu University website or from various regional and district tourism offices. Send a hard copy or scanned copy through the following address:

The Project Coordinator,
Mzuzu University Tourism Incubation Centre,
Mzuzu University, Faculty of Tourism, Hospitality and Management,
Private Bag 201,
Luwinga, Mzuzu 2

Or send a scanned copy to the following email address:
tourismincubationcentre@mzuni.ac.mw

The deadline for submission of both online and physical application forms is **22nd January 2026**.

Incubates will be required to provide their own transport, accommodation and food over the duration of the incubation programme.

For further clarifications, please contact The Project Coordinator on **+265 999 578 737**.