

## Advertisement for Business Development Manager

We are looking for an ambitious and energetic Business Development Manager to help us expand our Business and our clientele. The goal is to drive sustainable financial growth through boosting revenue and forging strong relationships with clients.

### **ROLE SUMMARY:**

The Business Development Manager will be responsible for maximising income from strategic partnerships and grants income from corporates, foundations, government and institutions. The incumbent will work closely with CEO to deliver on Fund raising strategy in raising income from sources mentioned above.

### **DUTIES AND RESPONSIBILITIES:**

Develop a growth strategy focused both on financial gain and client satisfaction

Conduct research to identify new business possibilities in rural development sector.  
Arrange business meetings with prospective clients

Engage in the development and implementation of fundraising strategy with clearly articulated targets.

To develop plans & targets for raising financial resources from corporates, institutions & government agencies within the context of the overall fundraising strategy and business plan.

To work with key internal stakeholders and teams to develop quality funding proposals.

To manage corporates and other donor accounts from the process of identifying the prospect till end line reporting and relation building for partnerships beyond the funding period.

To keep up-to-date and accurate records of all prospective donors on internal portal, Salesforce for reporting, tracking and evaluation purposes.

Lead liaising with relevant government departments for technical, financial and positioning collaborations.

Build relationships with corporate network agencies, large foundations, bi-lateral and multi-lateral agencies.

Should be able to find out the bottlenecks and stoppages in the existing processes in the organisation, and offer tangible solutions.

Work with the CEO closely, in periodic review and streamline the day to day activities and employees' performance.

Will be responsible for managing & recruiting team as required for replacement / growth

Any other tasks as may be assigned from time to time based on organizational requirement.

**QUALIFICATION:**

Full Time 2 years' Post Graduate Degree/Diploma in Social & Development Studies/Rural Development/Management or subject relevant to the position from a government recognized university/academic institution.

Or

Full Time 2 years' Post Graduate Degree/Diploma in Business Administration (Marketing/Finance/Economics/Agri Business) from a government recognized University/academic institution.

OR

4 years' Full Time Graduate Diploma/Degree in Agriculture / Agriculture and Allied Management (Horticulture, Livestock, Fishery, and Forestry) /Agri-business/Agricultural Engineering or subject relevant to the position from a government recognized university/academic institution/university/academic institution.

Preference will be given to students passed out from TIS, IRMA, NIRD or MENAGE.

**SKILLS / COMPETENCIES:**

Knowledge of external environment (relevant to development sector including government bodies, donor institutions, forums etc.)

Knowledge of program frameworks and approaches.

Ability to do multitasking, work under pressure and deliver quality results.

A high degree of commercial awareness in order to understand the needs of corporate supporters and present fundraising opportunities effectively and tenacity for negotiating major, long-term commitments and contracts.

Experience of working with the CSR and / or Events teams from large corporates.

Ability to work with individuals at the highest level, both externally and internally, including board members.

A good self-starter and team player who demonstrates willingness to share information and ability to communicate positively and effectively with all stakeholders.

Knowledge and experience of working with MS Office applications and analytics applications.

Communication skill in English & Hindi and negotiation skills.

Ability to build rapport.

Time management and planning skills

**Experience Required:**

Minimum 5 years of post qualification (starting after successful completion of minimum required education qualification)

RELEVANT work experience (in subject related to the position) of working in large scale project/program for poverty eradication/livelihoods/social or rural development implemented by Government/reputed NGOs/Corporate Entities or relevant organization.

Experience should include being engaged in program management or implementation role.  
Working with Government system would be given preference.

Work experience in promotion of rural livelihoods with value chain approach implemented by the Government or bilateral donor or reputed CBO/NGO or reputed corporate house.

The person should have thorough exposure of (i) working with poor community and its institutions; and (ii) handling team engaged in project implementation.

The work experience of value chain development in livelihoods program/project will have preference.

**REMUNERATION:**

**Remuneration will be commensurate with qualification and experience, which will be competitive with reference to the Development Sector for the right candidate.**

**Place of posting:** Place of posting will be at GVT, HO, NOIDA. Job is transferable as per requirement at any regional office of GVT.

**Applications:**

Interested candidates with matching qualification and experience may send their CV to [sarabjeetkaur@gvtindia.org](mailto:sarabjeetkaur@gvtindia.org) and [sukumaran@gvtindia.org](mailto:sukumaran@gvtindia.org). Please mention the position you are applying for in the subject line.