

Job Vacancy

Business Development Manager



Organization profile :	<p>Welthungerhilfe was founded in 1962 and is a non-profit making, non-denominational, and politically independent organization.</p> <p>Welthungerhilfe has been working in Liberia since 2003 with a focus on Agriculture/Inclusive Food Systems and Nutrition Security, Infrastructure that facilitate access to markets and health facilities, Health System Strengthening and WASH.</p>
Location:	Monrovia, Liberia with frequent travel to project sites
Salary Grade	SG8
Objective of the Position:	<p>To lead the management of grant acquisition (fund raising and portfolio development) and provide oversight and coordination of donor engagement.</p> <p>In liaison with the Head of Programme, investigate and introduce innovative approaches to the planning and development of high-quality marketable project proposals, aligned with WHH's strategic plan.</p> <p>To proactively identify new and non-traditional sources of funding from a range of institutional donors and non-institutional donor funding prospects.</p>
Responsible to:	Country Director
Responsible for:	Communication and Marketing
Duties and Responsibilities:	<p>Data Systems</p> <ol style="list-style-type: none">1. Implement the fund-raising strategy and operational plan that meets the strategic requirements of WHH Liberia.2. Develop and implement WHH Liberia communications and marketing strategies.3. Broaden the impact of communication work, through identifying key priorities, channels, audiences, and messages to establish an appropriate public image for Welthungerhilfe Liberia internally and externally, in line with Welthungerhilfe values and culture.4. Ensure effective coordination for the establishment of proposal development working groups with representatives from key stakeholders within and outside of WHH.5. Strengthen the relationship with fundraising staff in Funding Affiliates and liaising with them on all fundraising-related Communications.6. Work closely with all the Funding Affiliates and relevant programme departments to ensure high quality and timely submission of proposals and concept notes.7. Coordinate and facilitate information gathering escapades through research, surveys, assessments, and studies,8. Spearhead Intelligence gathering on funding opportunities and lead WHH Liberia to preposition for upcoming calls.9. In collaboration with the Country Director identify and facilitate opportunities for relationship building with key donors and stakeholders (International and Local NGO's).

	<ol style="list-style-type: none"> 10. Develop and manage strategic consortium partnerships with appropriate CSOS, academic organizations and private sector firms to leverage WHH's chances of success in competitive calls for proposals and tender bids. 11. Coordinate and oversee efforts to secure co-financing for all institutional and high value grants. 12. Manage staff performance in the communication and Marketing Department and provide regular feedback to staff, including interns and volunteers on their performance. 13. Facilitate the development of Concept Notes and publication of human- Interest Stories.
Education	Minimum master's degree in social sciences, humanities, development studies, human rights, or relevant discipline
Professional Experience	Minimum of five (5) years of professional experience in project development and management, Excellent English language skills (written, reading, and spoken) Proven ability to develop concept notes and winning proposals. Proven experience in working with the major European donors. Proven experience in working with the project-based operational model is an advantage.
Language Skills	Excellent spoken and written English skills
Personal Skills	<ol style="list-style-type: none"> 1. Strong analytical skills. 2. Proven ability to work independently at own initiative, assess and mitigate risks, and plan and execute project deliverables effectively. 3. Ability to pay attention to details, with the capacity to differentiate and mitigate strategic risks. 4. Strong interpersonal skills and the ability to work in a multi-cultural environment. 5. Ability to cope with stress. 6. SMART working and self-motivated. 7. Consistently manifest high integrity standards.
How to Apply	<p>Please send application package; <u>one-page Motivation LETTER</u> and a <u>maximum of 2 pages CURRICULUM VITAE (CV)</u>, and contact details of 3 professional referees to: Recruitment.Liberia@welthungerhilfe.de</p> <p>Subject Line: Application for the position of 2504- Business Development Manager</p> <p>Welthungerhilfe is an equal opportunities employer, therefore qualified females are encouraged to apply. A detailed Job Description can be obtained from Welthungerhilfe's Monrovia Office</p>
Closing Date	February 21, 2025