



VACANCY
BUSINESS DEVELOPMENT MANAGER (1)
Location: DAKAR, SENEGAL

Amref Health Africa is the largest international health development organization based in Africa. With headquarters in Kenya, Amref Health Africa has offices in Ethiopia, Uganda, South Sudan, Kenya, Tanzania, Southern Africa and Western Africa. Working with and through African communities, health systems and governments, Amref Health Africa aims to close the gap that prevents people from accessing their basic right to health. Amref Health Africa is committed to improving the health of people in Africa by increasing sustainable health access to communities in Africa through solutions in human resources for health, health service delivery, and investments in health. Our Vision is **Lasting Health Change in Africa**. Amref Health Africa in West Africa is seeking to recruit for the following vacancy.

Job Summary:

Reporting to the Regional Manager of Amref in West Africa as the Line Manager and Director of Business Development, Amref HQ as the Functional Manager, The Business Development Manager provides strategic leadership and Coordination of donor engagement and all fundraising and proposal writing. S/he uses an entrepreneurial approach in working with the team in Amref West Africa to develop and submit high quality institutional and high value donor proposals that are aligned with defined priorities, demonstrate impact, and offer value for money. S/he is proactive in identifying new and non-traditional sources of funding from a range of institutional donors and working to leverage Amref Health Africa's funding prospects. S/he builds the capacity of staff to develop and manage strategic consortium partnerships with other NGOs and private sector organizations. S/he will also oversee the development and implementation of Amref Health Africa in West Africa's Fundraising Strategy and Operational Plan.

Key responsibilities:

Technical leadership and management

- Coordinate the activities of country/West Africa regional level Business Development committee.
- Initiate and lead all aspects of proposal development for Amref West Africa in collaboration with proposal teams comprised of staff from West Africa office and at times HQ/other E/NA offices.
- Establish and enforce timelines, designate roles and responsibilities, identify partners, at the different stages of proposal development.
- Develop and adopt business development processes and tools for West Africa region.
- As a member of the Africa Core business development team, contribute to the continuous improvement of Amref's systems for identifying, tracking, and pursuing new business opportunities, developing proposals and budgets, and managing institutional knowledge.

Donor Intelligence, funding Opportunity Identification and Tracking

- Regular scrutiny of funding opportunities using available search engines for West Africa and other Amref countries.
- Conduct Donor intelligence gathering
- Develop, Nurture and Manage relationship with donors in Senegal and the West Africa
- Identify and negotiate potential consortium partnerships with other organisations.
- Identify and negotiate potential support and co-funding opportunities from E/NA offices for West Africa

Proposal Development

- Serve as the lead writer on specific components of the proposal by facilitating strategy discussions, drafting the narrative (including executive summary, technical approach, staffing and management, monitoring and evaluation, and organizational capabilities) and incorporating reviewer feedback
- Review, revise and edit proposals developed by the country technical teams.
- Provide technical assistance to the Amref West Africa programmes as needed for proposal development/capacity building
- Participate in proposal development for other Amref countries.
- Coordinate efforts between Amref and partner organizations on specific proposals

Capacity development

- Build the capacity of Amref staff through coaching, mentorship and direct training to participate in technical and cost proposals and other business development efforts through mentoring and direct training

Relation to other Amref offices

- Coordinate with other Europe /North American offices for support to Amref West Africa in terms of business development.
- Coordinate with Amref Country staff regarding upcoming proposal opportunities and other business development needs
- Work collaboratively with the Business Development team at HQ
- Collaborate with senior management within Amref Countries to identify and strategize on new business opportunities.

Qualifications, Knowledge, Skills and Abilities Required:

- Minimum Master's degree in social sciences, humanities, development studies, human rights, political science or other relevant discipline.
- 5+ years of demonstrated business development experience within the international development sector with a variety of donors including but not limited to AFD, EU, UNITAID, USAID, GAC and GFATM
- Demonstrated *successful* experience contributing to writing various sections of proposals including executive summaries, technical approach, and institutional capabilities
- Advanced understanding of proposal compliance requirements within the international development sector for priority donors such as UNITAID, GFATM, WAHO, AFD, EU, USAID, JICA, GAC etc.
- Knowledge of West African context
- Excellent interpersonal, communication and negotiation skills to work effectively in a multi-cultural environment, often at a distance
- Excellent writing skills with a sharp focus on details
- Ability to prioritize own workload and work with minimal supervision
- Ability to listen, lead, influence and build consensus
- Fluent in French and English (spoken and written).

How to Apply

Please send an updated CV including three work related referees and cover letter addressed to the Regional Manager, Amref Health Africa in West Africa through Job.wa@amref.org. Emails should not exceed 2MB. For this position, the Applications should be in English. The closing date for submitting applications is **Friday July 12, 2019**.

We do appreciate your interest in working with us. However, due to large number of applicants only short listed candidates shall be contacted for interviews through e-mail within one week after the deadline.

NB: Amref Health Africa is committed to the principles of safeguarding at the workplace and does not tolerate any form of abuse, discrimination or harassment.