

Senior Manager, Business Development at Living Goods

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Company: JobWebKenya

Location: Kenya

Category: computer-and-mathematical

Job Description

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At Living Goods we empower people to improve the health of their families, friends and communities. Living Goods supports networks of 'Avon-like' health entrepreneurs who go door to door to teach families how to improve their health and wealth and sell life-changing products such as simple treatments for malaria and diarrhea, safe delivery kits, fortified foods, clean cook stoves, water filters, and solar lights. By combining the best practices from business and public health, we are dramatically lowering child mortality AND creating livelihoods for thousands of enterprising women. Living Goods supports a network of over 2, micro-entrepreneurs in Uganda and Kenya who teach families in their communities how to improve health and well-being while selling affordable, high-impact products like basic medicines, fortified foods, water filters, clean cook-stoves, and solar lights. As part of the Branch Team, you will play a key role in supporting Community Health Volunteers (CHVs) to deliver high quality health care to their communities and generate sales of critical products.

The opportunity

Living Goods is growing rapidly. Last year we reached more than 6 million people. In , we will reach more than 25 million. Reaching more people requires more funding.

We are looking for someone who wants to pour their heart and soul into helping us identify and secure funds, primarily from bilateral and multilateral donors such as USAID, DFID, GAVI etc. but also from Africa-based foundations and corporations. We want self-starters who are excited to work in a growing organization, can write well, and have fun.

Strategic support on bid decisions. You will support your team to monitor grant opportunities and conduct pipeline forecasting and donor surveillance to track the release of procurements. You will facilitate strategic decision making on donor funding and partnership opportunities to pursue. You will also attend industry conferences, meetings and briefings to build relationships with key donors.

Develop winning proposals. You will drive proposals for funding from donor identification to submission and stewardship. You will lead proposal teams to identify timelines, responsibilities and win themes. You will facilitate strategy sessions, write concept notes, create supplementary materials, and roll up your sleeves to draft proposals. After submission, you will hold debriefings with proposal teams to learn lessons and hone best practices for program development efforts. You will also steward key relationships with our donors, managing donor visits and reporting.

Promote Living Goods. You will raise awareness about Living Goods by cultivating relationships with Kenya based NGO's/implementing partners and bilateral and multilateral and donors. You will identify strategic speaking opportunities and represent Living Goods at donor events and global health meetings and conferences to increase our visibility. You will spend a lot of your time away from your desk, getting some face time with key stakeholders in our business.

Support scoping new countries. Living Goods currently has direct operations in Kenya and Uganda, but we plan to enter at least 2 new countries over the next 3 years. You will support scoping trips to new countries, helping to assess the donor landscape and identify and apply for new funding opportunities.

Hone systems. You will document and implement business processes, procedures, and templates to improve the work flow of the business development team.

Motivate & organize people. Each proposal effort you lead is a chamber orchestra comprised of external partners and internal colleagues. You will serve as the conductor of each orchestra – leading discussions on strategy, creating buy-in around responsibilities and timelines, and guiding players every step in the proposal process. You will also get our senior management excited about being part of the fundraising process, providing them regular updates on our donor and partner priorities, and supporting them to always be eyes and

ears for business development

Your Background

International NGO experience. You have experience working in global health or international development organizations. You have traveled extensively or lived in a developing country.

Business development experience. You have 5+ years' experience developing grant proposals for b/multilateral funding. You know the world of USAID and donor agencies like DFID, the Global Fund, GAVI, and large foundations. You are well versed in US government funding mechanisms and procedures.

Strong writing skills. You have experience drafting successful proposals for funding. You can write thoroughly, yet simply, about complex topics. You have a sharp eye and can write about both broad themes and minute details.

Collaborative spirit. We want someone who actively listens and communicates. You connect easily with her/his team and gain their trust and respect. Who can work well across departments — with executive team members, country representatives, and organizational peers.

Resourcefulness. You're able to identify and recruit partners for projects during proposal development as necessary. When presented with problems, you know where to go to find answers.

Project management skills. You can scope and track potential opportunities, organize proposal calendars, develop collaborative timelines and execute action plans.

Team player. You play well with others enjoy seeing the impact of our work as a team.

Multitasks. You're able to juggle multiple tasks at once while 'staying calm and carrying on.' You think strategically, handle ambiguity and work well in a multicultural environment.

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