



## **ADVERTISED JOB OPPORTUNITY**

BRAC is the world's largest, development organization dedicated to poverty alleviation and empowerment of the poor. Initiated in Bangladesh in 1972, BRAC now operates in 11 countries across Asia, Africa and the Americas. To counter poverty and promote social empowerment, BRAC strategically integrates development programs in microfinance, agriculture, health, education, human rights and legal aid, community empowerment and more.

BRAC Liberia launched in 2008 with programs in Microfinance, Small Enterprise Development, Agriculture, Food Security and Livestock, Health, Empowerment and Livelihood for Adolescents, and Ultra Poor Graduation now impacting the lives of over 560,000 Liberians. BRAC Liberia is looking for a competent, dynamic and self-motivated individual to fill the following regular position.

### **Position: Number of Vacancies: (1)**

<b>Job Title</b>	:	<b>Business Development Manager</b>
<b>Tenure</b>	:	<b>1 year (Renewable based on Project and budget)</b>
<b>Salary</b>	:	<b>Negotiable:</b>
<b>Reports to</b>	:	<b>Managing Director, Microfinance</b>
<b>Duty Station</b>	:	<b>Country Office</b>

**Purpose:** The Microfinance growth strategy requires the recruitment of a dedicated professional to develop and implement new growth strategies, research product needs and develop new offerings for the achievement of revenue goals for BRAC Liberia Microfinance Company Limited.

### ***Key responsibilities:***

1. Responsible for leading the development of strategic partnerships and concept notes for new products for Microfinance
2. Perform market research to identify new business opportunities and engage with Microfinance Managers to establish strategies for pursuing those new opportunities.
3. Establish a business development plan for attracting new clients.
4. Develop a growth strategy focused both on financial gain and customer satisfaction
5. Develop a network to expand BLMCL new businesses
6. Analyze customer base and current sales strategies and identify opportunities to increase efficiency and profitability.
7. Partnership management and business development: participate in coordination meetings with donors, stakeholders, NGOs, local organizations, and high level government officials when and as requested.
8. Establish and maintain liaison with existing and potential donors, Programme partners
9. Explore potential funding and Programme partnerships for business development.

### **Knowledge, Skills and competencies:**

1. Great leadership skills
2. Top-notch analytical skills with an eye for detail and the ability to travel to meet clients, attend conferences and research new markets as needed
3. Strong organizational and record keeping skills
4. Proficient in MS Word, Excel, Gmail (email) and use of the internet
5. Strong relationship building skills and teamwork
6. Willingness to learn, give and receive feedback, and try new approaches
7. Sound decision making skills

### **Education and experience:**

Education: MA, Social Sciences preferably, in Marketing/Accounting or Finance  
Experience: 3+ years working in a business development role in financial services environment

***Application procedure***

BRAC is committed to safeguard children, young people and vulnerable adults, and expects all employees and volunteers to share this commitment. Therefore, our hiring process includes extensive background checks and a criminal records disclosure. BRAC is an equal opportunities employer.

All qualified and interested applicants can submit a cover letter with their CVs with three referees, one of which should be your current or most recent employer/line manager, along with copy of your educational qualifications. Applications should be submitted to the email address below with position title on the subject line. [Recruitment.Liberia@brac.net](mailto:Recruitment.Liberia@brac.net)

Deadline: 17, July 2020

***Please note that only short listed applicants will be contacted.***