



## **Vacancy**

Position: Regional Business Development & Partnership Lead  
Organisation: Max Foundation  
Location: Addis (TBD)  
Number of hours per week: 32/40 hours

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***“We are searching for an energetic and ambitious Connector who combines a talent for building strong partnerships, maintaining relationships with a pro-active approach to new donors”***

### **About Max Foundation:**

Max Foundation is a thriving international nonprofit organization (NGO) committed to providing a healthy start in life for every child. With an annual program budget of €6 million and 55 employees, our head office is located in Amsterdam. Our operations impact 3 million people and extend to vulnerable communities globally, with a current focus on Bangladesh and Ethiopia, and plans to expand further into sub-Saharan Africa, specifically Burundi.

### **The Way We Work:**

Our programs, serve as a 'Impact lab,' developing and scaling innovative solutions in safe water, sanitation, hygiene (WASH), nutrition, food security, and maternal health, all with the ultimate goal of improving child health. We support entrepreneurs to play a key role in providing solutions to the complex challenges faced by children, their families and their communities. With evidence and learnings from our integrated solutions, we influence the development sector and governments to apply them on a broader scale, tackling problems from multiple angles.

### **The role**

The employment of the Regional Business Development & Partnership Lead is key to shape the organization's future direction and success. Your main responsibility is building new partnerships in Sub Saharan Africa, maintaining relationships with active donors (Institutional and foundations) and attracting new donors. Diversification of our donors stands high on the agenda. You will lead the development and the implementation of the donors action plan and coordinate effective bid teams from prospecting to proposals. You'll directly report to the Co-Director/Founder and will work closely together with the rest of the Max team in the Netherlands, Bangladesh and Ethiopia.

### **Other responsibilities are:**

- Develop and implement a plan for the cultivation and stewardship of international foundations and institutional donors in Sub Saharan Africa.
- Co-create with multidisciplinary teams a suite of fundraising propositions for international foundations and institutional donors.
- Building partnerships with private sector, INGO and knowledge institutes in the region
- Identify new business opportunities for foundations and institutional donors and make relevant connections.
- Support the Country offices in their business development.
- Travelling within the region to connect with donors and work with the country offices will be a part of the job.
- Write inspiring and engaging proposals and applications to secure support.
- Representing and 'selling' Max Foundation at donors, events, meetings etc

**Profile:**

You will need to be able to combine a talent for building relations with excellent network skills and translate plans into action (Thinking, Sharing and Acting)

**Essential characteristics**

- A minimum of 7 years of relevant work experience in Business Development in Sub Saharan Africa with a large network in the region.
- Master's degree or equivalent level education.
- Possesses English proficiency at a professional level (verbal and written). French is strongly preferred.
- Charismatic relationship manager with guts and strong interest in motivating and inspiring others.
- You are a self-starter and proactive, creative, a networker, sharp negotiator, excellent in building and managing relationships and representative.
- Your effective communication and networking skills as well as the ability to work proactively and autonomously will point to your success.
- You have an active and for Max Foundation relevant network and experience in the region
- Proven track record in researching, writing and securing income through the development of creative proposals.
- Understands the key factors for success for Business Development
- Attention to detail and integrity are important for this position.
- Intercultural sensitivity and communication skills

**We Offer:**

A fantastic job opportunity with a dynamic, ambitious, and innovative NGO and a competitive salary.

**Application:**

If you are interested in a really challenging job in a dynamic organization where everyone works with their heart and head to achieve maximum impact – saving as many children's lives as possible – then send your written application, together with a curriculum vitae, no later than 4<sup>th</sup> of August, to [jobs@maxfoundation.nl](mailto:jobs@maxfoundation.nl) regarding vacancy/ Regional Business Development & Partnership Lead. For more information please go to [www.maxfoundation.nl](http://www.maxfoundation.nl).