

## Vacancy

Position:	Business Development Manager - Ethiopia
Organisation:	Max Foundation
Location:	Addis Ababa
Hours per week:	32/40 hours

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***“We are searching for an energetic and ambitious Connector who combines a talent for business development, networking and 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.

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

Our programs, serve as a 'design 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 Business Development Manager is key to the country program in contributing to shape the organization's future direction and success. Your main responsibility is understanding the donor landscape, developing a funding strategy, leading on various business development initiatives, 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 lead effective bid teams from prospecting to proposals. You'll directly report to the Regional/Country Director and will work closely together with the rest of the Max team in the Netherlands.

**Other responsibilities are:**

- In consultation with the Country Director and Country Management Team, design, update and manage the implementation of the country funding strategy.
- Develop and implement a plan for the cultivation and stewardship of international foundations and institutional donors in Ethiopia.
- Co-create with multidisciplinary teams a suite of fundraising propositions for international foundations and institutional donors.
- Build partnerships with private sector, INGO and knowledge institutes in the country and beyond as necessary
- Identify new business opportunities for foundations and institutional donors and make relevant connections.
- Write inspiring and engaging proposals and applications to secure support.
- Provide on-going research, strategic donor intelligence gathering, and trends analysis and generate information to enable engagement with global, regional, and country level donors.
- Represent and 'sell' Max Foundation at donors, events, meetings etc
- Support the global organization in business development initiatives as needed.

**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 5-7 years of relevant work experience in Business Development in Eastern Africa with specific orientation on donors with focus on Ethiopia
- Master's degree or equivalent level education.
- You possess English proficiency at a professional level (verbal and written).
- You are a self-starter, entrepreneurial and creative.
- You are strong networker, sharp negotiator and excellent in building and managing relationships.
- 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 in the region
- Proven track record in researching, writing and securing income through the development of creative proposals.
- You have an eye for detail and operate in an integer manner.
- 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 challenging job in a dynamic organization where everyone works with their heart and head to achieve maximum impact, then send your written application, together with a curriculum vitae, no later than March 7<sup>th</sup>, 2025, to [jobs@maxfoundation.nl](mailto:jobs@maxfoundation.nl) regarding vacancy/ Business Development Manager - Ethiopia. For more information, please go to [www.maxfoundation.nl](http://www.maxfoundation.nl).