

Vacancy Announcement: Business Development Manager

Location: OSSEDI (Organization for Social, Sustainable, and Economic Development Initiatives) head office: **Lilongwe**

Position: Business Development Manager

Application deadline: 20/11/2024

About OSSEDI

OSSEDI is a local non-governmental organization dedicated to empowering communities through sustainable development initiatives. We are committed to driving impactful change by fostering partnerships, mobilizing resources, and implementing innovative projects to support vulnerable populations.

We are seeking a **passionate, dedicated, and highly skilled Business Development Manager** to join our team. The successful candidate will play a pivotal role in advancing OSSEDI's mission by developing strategic partnerships, ensuring sustainable donor funding, and expanding the organization's reach through effective resource mobilization and proposal development.

Key Responsibilities:

- **Partnership Development:** Establish, maintain, and strengthen relationships with donors, government agencies, community stakeholders, and other key partners to create collaborative opportunities and enhance OSSEDI's visibility.
- **Resource Mobilization:** Lead resource mobilization efforts to ensure sustained donor funding and explore diverse funding streams, including grants, corporate sponsorships, and in-kind support.
- **Grant Proposal Development:** Craft and submit competitive grant proposals to secure funding for impactful programs and projects. Develop innovative approaches to meet the evolving needs of our community and address key development issues.
- **Strategic Planning:** Work closely with OSSEDI leadership to support the strategic planning and development of new programs and initiatives in alignment with the organization's mission and goals.
- **Capacity Building:** Support organizational growth through the development of sustainable funding models and building internal capacity in resource mobilization and partnership management.

Qualifications:

- Bachelor's degree in Development Studies, Business Administration, Social Sciences, International Relations, or a related field; a Master's degree will be an added advantage.
- Minimum of 3 years' experience in business development, partnership management, or resource mobilization, preferably within the NGO sector.
- Demonstrated experience in successful grant proposal development with a strong track record of securing funding.
- Excellent communication and interpersonal skills; ability to represent OSSEDI with integrity and foster meaningful relationships with diverse stakeholders.
- High level of motivation, passion for community development, and a humble, collaborative attitude.
- Energetic, proactive, and adaptable with the ability to work in a dynamic environment.

Why join OSSEDI?

This is an opportunity to make a lasting impact in a local organization with a deep commitment to social and economic development. As part of the OSSEDI team, you will have the chance to grow professionally, contribute to meaningful projects, and help our organization thrive.

How to apply

Interested candidates should send their CV, a cover letter explaining their suitability for the role, and at least two references to recruitment@ossedimalawi.org by 20/11/2024. Only shortlisted candidates will be contacted.

Join us in building a sustainable future. Apply today!