VACANCY ANNOUNCEMENT

BUSINESS DEVELOPMENT MANAGER

<table>
<thead>
<tr>
<th>Location:</th>
<th>Kampala</th>
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<td>Deadline:</td>
<td>23rd May 2022</td>
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<tr>
<td>Salary:</td>
<td>Competitive with excellent benefits</td>
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It's hard to believe that today 844 million people do not have clean water and 2.3 billion do not have a decent toilet – around one in three of the world’s population. Every two minutes, a child under five dies from diarrheal diseases caused by poor water and sanitation.

WaterAid is looking for a Business Development Manager to play a vital role in our vision to make clean water, decent toilets and good hygiene normal for everyone, everywhere by 2030. We're looking for people who share a commitment to our vision.

Key Responsibilities Include:
The Business Development Manager shall be responsible for identifying new funding opportunities, developing concept notes and funding proposals to raise funds from potential donors and maintaining good relationships with donors. The position holder will be responsible for conducting research on funding opportunities, contract negotiations, implementing a variety of marketing strategies and promotional campaigns. He/she will organize non-profit events and networking with relevant stakeholders.

To be Successful, you will need the following:
- A Master's Degree in Project/Programme Management Social Sciences, Development Studies, Business Management/Administration, International Development, Public Health or related field.
- Minimum of 7 years’ related experience in raising funds from donors such as the EU, DFID, USAID, SIDA, NORAD, DANIDA etc and managing the funds
- Proven ability to identify new business opportunities and create successful partnerships
- In-depth knowledge of the fundraising industry and its current events
- Broad knowledge of a range of bilateral and multilateral institutional donors and CSR of corporate bodies.
- Experience of consortia partnerships management
- Creative talents and the ability to solve problems
- Excellent networking, engagement and negotiating skills and
- Proven ability to initiate and maintain strategic partnerships
- Adherence to equity and inclusion, Rights Based Approach, safeguarding and Quality Programmes Standards.
- Diplomatic and multi-cultural skills.
- Strong communication and IT fluency
- Attention to detail and ability to handle pressure and meet deadlines
- Skill in prioritizing and triaging obligations
- Excellent verbal and written communication skills in English
- Collaborative, respectful, accountable, innovative and creativity, integrity, team spirit

Click Apply to download the full Job Description and complete the application form

Apply
If you are interested in the position and have the right skills and attributes, complete and fill the job application form (linked in the job description) through this link


and send it with a cover letter to waurecruitments@wateraid.org stating Business Development Manager in the subject line by 23rd May 2022.

WaterAid is committed to ensuring that wherever we work in the world there is no tolerance for the abuse of power, privilege or trust. WaterAid reinforces a culture of zero tolerance towards any form of inappropriate behavior, abuse, harassment, or exploitation of any kind.

The safeguarding of our beneficiaries, staff, volunteers and anyone working on our behalf, is our top priority, and we take our responsibilities extremely seriously. All staff and volunteers are required to share in this commitment through our Global Code of Conduct. We will conduct the most appropriate preemployment references and checks to ensure high standards are maintained.

WaterAid is an equal opportunity, disability and gender confident employer and committed to achieving the highest standards of diversity, fairness and equality.

Only candidates shortlisted for interviewing will be contacted.
No recruitment agencies please.