

Accion Venture Lab

Job Description Bank



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| Role | Business Development |
| Title | East Africa Business Development Associate/Manager |
| Company | One Acre Fund |

Company Description

One Acre Fund supplies smallholder farmers with the financing and training they need to grow their way out of hunger and poverty. Instead of giving handouts, we invest in farmers to generate a permanent gain in farm income. We supply a complete service bundle of seeds and fertilizer, financing, training, and market facilitation—and we deliver these services within walking distance of the 280,000 rural farmers we serve. We measure success in our ability to make farmers more prosperous and we always put Farmers First.

Location

Nairobi (with up to 20-30% travel to rural Africa and international locations).

Strong job description which places the role in the context of the organization's growth stage and development

Summary

One Acre Fund is on a rapid growth trajectory – we plan to reach 500,000 farm families by 2017, and at least one million by the end of the decade. To make that happen, the Business Development team will need to raise an ambitious level of funds from private foundations, individuals, and bilateral organizations in the US and globally.

One Acre Fund is looking for an exceptional individual to join our Business Development team based in Nairobi, Kenya. This role will support building out and furthering a pipeline of opportunities from bilaterals, multilaterals, and private foundations outside the US. In addition, this role will help to establish foundational processes for the organization and to increasingly play an external facing role in communicating with and hosting potential donors.

We are seeking someone with a strong administrative capabilities and excellent external communication skills. The candidate should be highly organized and capable of supporting the financial and administrative aspects that result from managing a pipeline of potential prospects.

Minimum 2 years commitment, full-time job.

Minimum commitment times are unusual and hard to enforce; but including this in the initial JD might help to dissuade less committed candidates

Job Description

Primary Duties and Responsibilities

- Identify, research, and maintain a robust pipeline of potential prospects, specifically European private foundations and bilaterals
- Maintain an up-to-date leads and donor database (SalesForce) by entering identified contacts, updating activities, and setting triggers for necessary tasks
- Scan and identify new potential donors through monitoring external databases, websites, publications, and other press on a frequent and systematic basis.
- Research pipeline prospects to provide initial recommendation (e.g., pursue/ do not pursue) and ensure capture of research into donor database (SalesForce) based on criteria agreed with management
- Support initial theme development for high potential prospects
- Support preparation for conferences and donor meetings as needed
- Initial briefing document preparation including background on donors, organizations, potential areas of focus
- Drafting presentation materials in powerpoint based on agreed key messages and existing presentation materials
- Support the business development team with internal coordination and process improvement
- Establish and maintain relationships with internal stakeholders and partners (Policy, Communications, Field, and Finance teams)
- Collaborate with Business Development management and other team members to proactively improve processes, tools, and ways of working
- Keep organized. We are not a boss-employee culture. We would like to hire someone who can manage his or her own work, and who does not need to be reminded to do things. This person should own the role.
- With strong performance and demonstrated abilities, the role of the Business Development Associate role could evolve to include more externally facing donor and portfolio management responsibilities.
- Over time, engage with donors during planned visits in the field and build deep fluency in the One Acre Fund program. For example:
 - Designing itineraries for visits to ensure positive donor experience
 - Hosting donors and visitors, with strong ability to answer questions and position One Acre Fund in line with their organization's mission
- Over time, potentially take on portfolio management responsibilities in targeted segments as part of the implementation of our bilateral/ multilateral and private non-US giving business development strategy. For example:
 - Develop relationships with new prospective funders in targeted segments to develop successful funding proposals to support the organization, shepherding proposals through all required stages and decision-making processes
- Steward existing donor relationships in the targeted segments to manage the required reporting and continued development of successful proposals

This very lengthy and detailed JD is balanced by the brief position summary in the section above.

Qualifications

- We are seeking a professional with 2-4+ years of work experience and demonstrated passion for a career in international development. A candidate for the manager role would be expected to have greater years of experience. Candidates who fit the following criteria are strongly encouraged to apply:
- Bachelor's degree in a related field.
- Top-performing academic background. Please include your GPA or degree score (e.g., upper second) on your CV.
- Genuine interest in international development. We are seeking someone who is truly passionate about providing opportunity to the hardest-working farmers on the planet.
- Past experience in international development and/or fundraising is a plus: The ideal candidate will have past experience in international fundraising, or project/reporting experience with bilaterals and multilaterals.
- Demonstrated leadership experiences at or outside of work

Skill sets

- Strong ability to understand business. We would like to hire someone who will truly understand our operations, and be able to communicate about them simply and effectively.
- Professional/technical skills: Advanced proficiency in PowerPoint and Excel; and effective verbal and written communication, multi-tasking, organizational, prioritization skills are necessary.
- Experience with Salesforce is a plus
- People-orientation. We are seeking someone with demonstrated experience in relationship building and excellent communications and presentation skills. This skill will become increasingly important as the role evolves to be more externally facing.
- Values fit. We put a high premium on values. We want someone who has a true service orientation and humility – someone that puts our farmers before themselves.
- Humility and personal stability. We are looking for passionate professionals who combine leadership skills with good humor, patience, and a humble approach to service.
- Willingness to be based in Nairobi and willingness to travel. This role is based in Nairobi, Kenya and will have up to 20-30% travel, within Africa and other international destinations. Dates of travel are highly flexible.
- Language: English fluency required (written and spoken); French is a bonus.

Personal Attributes

- The following personal attributes are desired:
- A deep commitment to serving the poor.
- A passion for One Acre Fund's program
- Comfort and experience working with individuals from diverse backgrounds and locations.
- High energy level, and a personable, flexible, tenacious, diplomatic, and respectful demeanor.
- Proven ability to serve as a team player and leader able to motivate and inspire staff and colleagues.
- Entrepreneurial spirit.
- A sense of humor.

Perks

One Acre Fund invests in building management and leadership skills. Your manager will invest significant time in your career development. We provide constant, actionable feedback delivered through mentorship and through regular management consulting-style career reviews. We also have regular one-on-one meetings, where we listen to and discuss career goals, and work collaboratively to craft roles that each person can be passionate about. Because of our rapid growth, we constantly have new high-level roles opening up and opportunities in many functions. This results in fast career growth for our staff.

Mentioning career development in the Perks section is important, particularly for more junior-level roles

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| Role | Business Development |
| Title | Business Development Manager |
| Company | Jumia |

Company Description

We are the #1 leader of E-commerce in Africa. Our company is part of Rocket Internet, a global and leading incubator of start ups specialized in e-commerce. We have already built in France successful companies like Groupon, Zalando, Wimdu, EDarling, Glossybox... We are present in more than 20 countries in Europe, Middle East, Asia and Latin America and this accumulated experience has allowed us to develop a strong platform, which can support new ventures with both advice and capital on a truly global basis.

Location

Nairobi, Kenya

Summary

The company is expanding its activities in Kenya. To support our development we are currently looking for outstanding candidates interested in entrepreneurship and e-commerce to join us. This is a perfect opportunity to participate to an entrepreneurial adventure that will lead to the future stars of the web universe.

Job Description

Your tasks will be to take responsibility and drive all activities related to Business development, including:

- Identifying trendsetter ideas as well as new business opportunities including opportunities for new partnerships and products.
Contacting and setting up meetings with potential partners to explore potential business opportunities.
- Analyzing market trends and developing strategies based on partner needs and goals, and presenting the opportunities for business, to potential partners.
- Closing new business deals and coordinating all the requirements including ensuring contracts are signed and closed.
- Developing presentations, proposals, processes and reports around the business development function.

Qualifications

- Business related degree.
- Motivation for sales.
- Prospecting skills.
- Aggressive, and passionate about meeting targets.

This section is surprisingly short, and doesn't give a thorough indication of the level of seniority that Jumia is seeking

Perks

- A unique education in scaling new internet concepts
- Become part of a highly professional and dynamic team working around the world
- An attractive salary package
- An unparalleled personal and professional growth as our longer-term objective is to train the next generation of leaders for our future internet ventures

| | |
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| Role | Business Development |
| Title | Business Development Manager, Google for Work |
| Company | Google |

Company Description

Google is not a conventional company, and we don't intend to

become one. True, we share attributes with the world's most successful organizations - a focus on innovation and smart business practices comes to mind - but even as we continue to grow, we're committed to retaining a small-company feel.

As a well-known firm, Google does not need to provide a great deal of information about its business, but instead can focus on describing its work environment

Location

Mountain View, CA, USA

Summary

The Google for Work team is on the front lines of helping the globe "go Google." As a Google for Work Direct Sales representative, you evangelize Google tools like Apps, Search and Chrome to leading companies, schools and government agencies. You champion the innovative power of our products to make organizations more productive, collaborative and mobile. With a passion for Google products, you help make the world a more Googley place.

Job Description

As the Business Development Manager, you will be responsible for executing Google for Work's strategic customer engagement, sales strategy and business development team. You have deep business partnerships and trusted relationships with senior decision-makers, a clear articulation of Google's value proposition, a proven ability to activate and scale programs, and superb communications skills to articulate Google's solutions to external and internal partners alike.

You will be responsible for business development with some of Google's largest and most advanced potential customers. In this role, you will ensure Google's work solutions (including Google Apps for Work, Maps for Work, Android for Work, Chrome for Business, and Google's Cloud Platform) translate to a sound and relevant technology platform for top customers. You will construct a strategy and create critical relationships with potential customers by showcasing Google's innovation and technology platforms solutions. You will provide thought leadership and ensure high levels of productive client engagement across teams. You will partner closely with Google for Work sales leaders in your assigned market,

and be seen as a collaborative thought partner in building Google's business with top customers.

You will create new opportunities with companies, and aim to being recognized internally and externally as an expert in helping businesses thrive in the new world of cloud, mobility, and Google.

This is not a direct sales role, but rather one that opens doors and creates opportunities for hand-offs to our Go-To-Market teams.

Responsibilities

- Develop a growth strategy for our largest customers in order to maximize introduction of Google technologies and products to help customers transform.
- Work closely with others to significantly advocate Google's use of research and insights tools with top customers. Use adoption and customer cohort analysis to advocate cloud-based platforms in a data-driven way.
- Build and foster deep relationships with senior clients, C-levels, industry experts, global strategic partners and Google leaders.
- Define, review and agree to a clear set of priorities, joint initiatives and roadmap with our largest customers. Create joint motions with top partners using their understanding of our customer base and their close connections to their business problems.

Qualifications

Required qualifications

Splitting required and preferred qualifications can help a candidate to assess his or her chances among the competition

- BA/BS degree or equivalent practical experience.
- 10 years of experience in creating new markets and customer relationships, working with partners like Global System Integrators and consulting companies.
- 5 years of experience in project management for growth strategy programs.

Preferred qualifications

- Credible experience as an advisor to senior technology decision makers on strategic plans
- Proven track record of enabling multi-million dollar agreements and strategic long-lasting, trusted partner relationships, specifically leveraging relationships with Global System Integrators, consulting companies, and other influencers in a high technology industry.

- Expert understanding of how the C-suite builds and views technology as a strategic asset to their business and on how Google technologies can shape these institutions' abilities to compete (both for business and talent). Innovate and deliver shareholder value.

Skill sets

- Compelling ability to tell stories that synthesize insights and elicit emotion; can clearly articulate the value proposition of Google's solutions.
- Passionate about using cloud and mobile technology to generate strategic differentiation between your customers across industries and geographies.
- Excellent communication of collaboration, cloud, and mobility technologies – along with trends and benefits to the C-suite.

Perks

At Google, we know that every employee has something important to say, and that every employee is integral to our success. We provide individually-tailored compensation packages that can be comprised of competitive salary, bonus, and equity components, along with the opportunity to earn further financial bonuses and rewards. Googlers thrive in small, focused teams and high-energy environments, believe in the ability of technology to change the world, and are as passionate about their lives as they are about their work.