Sadhikaratha Foundation
Position: Business Development Manager (BDM)

Organisation : Sadhikaratha Foundation, Hyderabad
Position : Business Development Manager (BDM)
Reporting to : Chief Operating Officer (COO)
Location : Hyderabad
Closing Date : 30 September 2015
Salary : Competitive salary package based on qualification and experience
Website : www.sadhikartha.org

Background : Sadhikaratha Foundation (SF) is a not-for-profit company, promoted by Mahila Abhivruddhi Society (formerly APMAS) for taking up consulting assignments, research studies, training of trainers programs, mid-term and final evaluations, baselines, impact assessments and action research projects as per the needs of the clients (multi-lateral & UN agencies, Donors, Governments, CSR Foundation & NGOs). SF focuses on supporting people's institutions engaged in building social capital, community based microfinance, livelihood promotion, poverty reduction initiatives that enhance the quality of life of the marginalised especially women in rural & urban areas.

Job Purpose: Business Development Manager works proactively & innovatively to identify suitable business opportunities, consultancies and projects through a competitive bidding process (Express of Interest & Request for Proposals). S/he needs to build market position in the current development scenario by locating, developing, defining, negotiating, and finalizing relationships with national and international funding organizations, CSR foundations, Central and State Governments and other institutions in order to create growth and new business development opportunities for Sadhikaratha Foundation.

Key Responsibilities

- Identify niche areas by researching the development sector and related areas, publications, and announcements on the websites
- Build the profile and reputation of the Company by creating new and refurbishing existing communication channels like Website, Social Media, developing brochure etc.,
- Locate potential business ideas by contacting prospective partners, discovering and exploring opportunities for submitting Expression of Interest (EOI) and Request for Proposals (RFPs) in the development sector.
- Develop and submit high quality proposals (EOIs & RFPs) in a timely manner to secure projects and consulting assignments within and outside India.
- Update job knowledge by participating in educational opportunities; reading professional publications; maintaining personal networks and participating in dialogue with the professional organizations.
- Develop a panel of expert consultants, both Indian and International, to be available for any of the consulting assignments and/or studies that SF may secure.
- Negotiate and empanel reputed organizations with similar objectives to form into consortium for bidding projects / consulting assignments.

- Enhance organization reputation by accepting ownership for accomplishing new and different requests; exploring opportunities to add value to job accomplishments.
- Ensure effective communication and reporting to the clients and partners on the progress of the project and various partnerships to optimize outcomes.
- Organize/participate and make presentations in workshops and advocacy meetings on the work done or status of the work as necessary
- Interact and collaborate with government, non-government and other key stakeholders in development sector for partnerships
- Prepare strategic vision document and annual business plans for the Company
- Ensure high quality performance standards in every operation and functional aspect of the Company

Skills / Qualifications: Essential

- Post Graduation in Rural Management / Development /Social work from premier institutions or MBA in Business Management
- Minimum five years of experience in Development Sector
- Experience in developing and submitting project proposals (technical & financial)
- Excellent skills in computers and social media
- Oral & written communication and negotiation skills
- Language skills in English, Hindi and Telugu
- Work in a team and promote team spirit and culture

Interested and qualified candidates should send your CV to **hr@apmas.org** and mention the post you are applying for in the subject line. Women candidates are encouraged to apply. Only Shortlisted Candidates will be contacted!