

Job Description – Business Development Manager

Designation	Business Development Manager
Department	Operations
Location	Jaipur/Remote
Employment Type	Renewable Full Time Employment Contract
Report to	Associate Director - Program and Operations Partnership
Positions reporting to this role	NA

Organization Background

Educate Girls (a project of 'Foundation to Educate Girls Globally') is a non-profit organization that focuses on mobilizing communities for girls' education in India's rural and educationally backward areas. Strongly aligned with 'Right to Education Act' or the 'Samagra Shiksha' the organization is committed to the Government's vision to improve access to primary education for children, especially young girls. Educate Girls currently operates successfully in over 20,000+ villages in Rajasthan, Madhya Pradesh and Uttar Pradesh. By leveraging the Government's existing investment in schools and by engaging with a huge base of community volunteers, Educate Girls helps to identify, enroll and retain out-of-school girls and to improve foundational skills in literacy and numeracy for all children (both girls and boys). This helps deliver measurable results to a large number of children and avoids parallel delivery of Services.

Visit www.educategirls.ngo for detailed information on our vision, mission and programs.

Our Values

Gender Equality	Being able to treat people equally irrespective of gender
Integrity	Possess the ability to "know and do" what is right
Excellence	Being outstanding or extremely good, striving to lead by performance excellence
Collaboration	Working effectively and inclusively with a range of people both within and outside of the organization
Empathy	Being able to understand and share the feelings of another and use that understanding to guide our actions

Our Competencies

Strategic Thinking – Think big yet act focused	Taking Ownership – Feel responsible & accountable	Analytical Thinking – Stay true to your data
Developing Talent – Growing and taking people together	Ensuring Alignment – Think differently but work together	

Position Overview:

We are seeking a highly motivated and experienced Business Development Manager to join our team. As a Business Development Manager focused on the business-to-government sector, you will play a critical role in driving our sales efforts, establishing government liaisons, managing stakeholders, and promoting our products and services to government stakeholders. This is an individual contributor role that requires exceptional communication skills, a strong network within the government sector, and a proven track record in sales and business development. A strong understanding of the NGO landscape would be preferable.

Position Key Responsibilities:

1. Government Liaison:
 - Act as the primary point of contact for government agencies and build and maintain strong relationships with key decision-makers and stakeholders.
 - Stay updated on government policies, regulations, and initiatives that impact our industry and identify opportunities for collaboration or partnership.
2. Stakeholder Management:
 - Engage and manage relationships with government stakeholders at various levels, including officials, department heads, and procurement officers.
 - Understand their needs, challenges, and priorities, and align our products and services to meet their requirements.
3. Sales Prospecting and Lead Generation:
 - Identify and research potential sales prospects within the government sector, including government agencies, departments, and public institutions.
 - Utilize various sources, such as market intelligence, industry events, and networking, to identify new opportunities and generate leads.
4. Pitching and Selling:
 - Develop compelling sales pitches and presentations tailored to government stakeholders, emphasizing the value and benefits of our products and services.
 - Conduct effective product demonstrations and negotiate contracts and agreements with government clients.
5. Relationship Building:
 - Nurture long-term relationships with government stakeholders, maintaining regular communication and providing exceptional customer service.
 - Identify opportunities for upselling and cross-selling our products and services to existing government clients.

Desired Incumbent Profile:

Preferred Education Background:

- Bachelor's or Master's degree in Business Administration, International Development, or a related field.
- Proven experience in business development, partnership management, or a related role, preferably within the NGO sector.
- In-depth knowledge of the NGO landscape, including key players, funding mechanisms, and programmatic areas.

Preferred Work Experience:

- A minimum of 8-9 years of overall work experience, with a significant portion of that experience focused on government liaison and business development.
- Proven experience in working with the government and a solid understanding of government processes and procedures.

Preferred Skill Set:

- Excellent communication and interpersonal skills, with the ability to effectively engage and influence government stakeholders at various levels.
- Strong negotiation and persuasion skills to successfully pitch and sell our products to government clients.
- A successful track record in achieving sales targets and driving revenue growth in a B2G (business-to-government) environment.
- Self-motivated and results-oriented, with the ability to work independently and thrive in a fast-paced, dynamic work environment.
- Demonstrated ability to think strategically, develop partnership strategies, and drive results.
- Exceptional organizational and time management skills, with the ability to handle multiple priorities and deadlines simultaneously.
- Passion for social impact and a deep commitment to the mission of the organization.

This is an exciting opportunity for a talented individual to make a significant impact on our business by leveraging their expertise in government liaisons, stakeholder management, and sales. If you have a passion for business development, a successful track record in working with the government, and excellent communication skills, we invite you to apply and be a part of our dedicated team.

"Educate Girls is committed to achieving 50/50 gender balance in its staff. Female candidates are strongly encouraged to apply for this position."