

**Job Title:** Business Development Executive, London

**Organisation:** Self Help Africa

**Location:** London

**Reports to:** Director of Business Development/Fundraising Ireland & UK

***Organisation:***

For over three decades, Self Help Africa has worked with rural communities throughout Africa to increase the productivity and profitability of micro and small businesses. Most of these businesses are based in rural areas, in agriculture, where Self Help Africa's smart inputs in technical, marketing and financing supports allow impoverished smallholder farmers to turn a profit from their land.

Self Help Africa is the product of a merger between the Irish based Self Help Development International, and the UK based Harvest Help. We have a committed fundraising base in Shrewsbury and a programme grants team based in London.

Our goal in 2017 is to expand our presence in London, bring our message of rural African entrepreneurship to a new audience, and to develop a strong donor database among the business community there.

At Self Help Africa, we measure success in terms of our ability to make the lives of impoverished smallholder farmers more prosperous. We make a real difference and we do it at scale – in 2016, our programmes reached over 1.8 million people.

Many of the world's hungry people are farmers. We know how to alleviate hunger and make their livelihoods significantly more productive.

That's a huge opportunity for you to make a difference in this world.

SHA is recruiting for the new position of Business Development Executive, London, and we are seeking applications from dynamic individuals who want to make a difference in the lives of hundreds of thousands of people across Africa. The person will direct and lead business development initiatives in raising funds and awareness, developing the brand in the London market and in creating partnerships to support its work in Africa.

### ***Position Overview:***

This is a key role for Self Help Africa, managing the organisation's expansion into an important new market, and it will require a unique blend of skills. The following responsibilities will define the role in the initial 6 months but we expect the role to evolve around the chosen candidate in its initial period.

### ***Responsibilities:***

- Develop, with the Director of Business Development based in Dublin, a two-year strategy for building presence and awareness of Self Help Africa in London
- Specifically outline a plan for the above through a combination of:
  - Developing an Advisory Board and a Committee;
  - Developing and hosting events;
  - Working with the Director of Business Development, planning and executing a Change-Maker's Ball or other high level event in Q4 of 2017 or Q1 of 2018
  - Meeting with and soliciting support from high net worth individuals, corporates and others;
  - Engaging with private sector companies with an interest in or products that have potential for African development;
  - Developing corporate engagement (for example ICAP and BGC Charity Days)
  - Develop an annual communications and branding strategy
  - Represent Self Help Africa in London events that are considered of high value to the organization,
  - Build, maintain and manage a database of London supporters.

### ***Qualifications and Experience:***

***We are seeking exceptional professionals with a minimum of 10 years of work experience in progressively responsible positions. Ideally, we want to hear from ambitious individuals who have previous experience of a start-up operation and who thrive in that environment.***

***We value humility and likeability and wish to be joined by leaders who also value these traits.***

- Professional and non-profit experience, with an established network in London strongly preferred.
- Experience in fundraising and comfortable setting and meeting targets.
- Highest level of interpersonal skills with demonstrated ability to build trust with stakeholders including key donors and Board members.
- Excellent communication skills with proven ability to write effectively and speak persuasively.
- Demonstrated leadership abilities with the ability to work as part of a team but especially while working on your own initiative in an independent environment.
- Experience with donor databases is a plus.
- Proven strategic and organisational thinking with the ability to work under pressure and deal with tight deadlines.
- Innovative and entrepreneurial approach to what is essentially a start-up, including a solution-oriented approach to all areas of work.
- Event management experience and basic knowledge or a keen interest in international development.
- Ability to handle donor data and information with tact, diplomacy and discretion.

### ***Compensation***

Self Help Africa offers a competitive salary and a benefits package that includes health insurance coverage and generous annual leave days. The role is full-time at 37.5 hours per week with some evening and weekend work required, however

for a candidate with a great deal of experience, a part-time role could be considered.