



Job Title: Business Development Executive, London

Location: London

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

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.

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.

Self Help Africa is the product of a merger between the Irish based Self Help Development International, and the UK based Harvest Help.

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.

Position Overview:

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.

Working alongside the Director of Business Development, you will develop a strategy for building presence and awareness of Self Help Africa in London. As part of this you will be responsible for:

- Identifying and developing opportunities for SHA in London through networking and pitching to corporations, high net worth individuals, trusts and other foundations.

- Developing an Advisory Board and a Volunteer Committee;
- Developing and hosting events, including planning a Change Makers Ball in 2017/ 2018.
- Engaging with private sector companies with an interest in or products that have potential for African development;
- Developing corporate engagement opportunities
- Developing, with the support of the communications team, an annual communications and branding strategy
- Representing Self Help Africa in London events that are considered of high value to the organization,
- Building, maintaining and managing a database of London supporters.
- As needed, recruiting a support team.

Qualifications and Experience:

We are seeking exceptional professionals with a proven track record working in a business development or fundraising. Ideally, we want to hear from ambitious individuals who have previous experience of a start-up operation and who thrive in that environment.

- Solid professional and/or non-profit experience, with an established network in London strongly preferred.
- Event management experience and basic knowledge or a keen interest in international development.
- Experience in fundraising and comfortable setting and meeting revenue 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.
- 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.
- Ability to handle donor data and information with tact, diplomacy and discretion. Experience with donor databases is a plus.

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

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.