

FHI 360 is a nonprofit human development organization dedicated to improving lives in lasting ways by advancing integrated, locally driven solutions. Our staff includes experts in health, education, nutrition, environment, economic development, civil society, gender, youth, research and technology — creating a unique mix of capabilities to address today's interrelated development challenges. FHI 360 serves more than 70 countries and all U.S. states and territories. We are currently seeking qualified candidates for the position of: **Director, Business Development**

This job will report to either Durham Headquarters or our DC office:

359 Blackwell Street, Durham, NC 27701

1825 Connecticut Avenue, Washington DC 20009

Description:

The Global Health, Population and Nutrition (GHPN) team generates knowledge and new tools through research, disseminates findings, and conducts and supports evidence-based programs to transform global health and development. We provide essential technical assistance to country- and region-led health programs with our biomedical, social and behavioral research and technical capabilities with expertise in health communication and nutrition. Combining these programs and expertise leads to more robust capacity to take on important health and development challenges.

Job Summary / Responsibilities:

Direct the Global Health, Population and Nutrition (GHPN) Business Unit's business development efforts, specifically related to external facing functions of managing and facilitating client relationships, understanding client priorities and funding trends, and assessing client satisfaction. Support the submission of client-centered, responsive proposals to increase sales, including with non-traditional clients. Ensure that scientific and technical understand client needs and builds capacity of staff to respond to those identified needs. Serve as a member of the senior management within GHPN.

Accountabilities:

1) Identifies new and sustains existing GHPN business development opportunities by:

- Conducting market analysis to detect trends in health-related practices areas among USG and non-traditional funders, e.g., private foundations, multi-lateral organizations, other government aid agencies.
- Generating new business leads, which might include expanding service offerings with current clients, positioning existing services with new clients, and/or identifying potential opportunities to diversify GHPN's funding base.
- Facilitating financial viability analysis for expanding/diversifying GHPN's portfolio
- Collaborating with department leaders to develop new business.
- Leading the development and execution of business development plans in coordination with regional and technical leads.
- Reviewing strategic bid opportunities in collaboration with regional and technical teams.
- Recommending opportunities to pursue and facilitate go/no go reviews and decisions with the senior management team.
- Understanding FHI 360's current market, its competitors, and areas for growth.
- Forecasting sales targets and maintaining an opportunities pipeline.
- Provides direct supervision for the GHPN BD Associate and overall supervision for the GHPN BD team.

2) Develops/maintains strong client and partner relationships by:

- Identifying potential clients, and the decision makers within the client organizations,
- Identifying client's strategic priorities and interests.
- Researching and building relationships with new clients.
- Reviewing win and loss notifications to identify themes and trends to understand existing client needs.
- In collaboration with departmental and project leadership, understanding client satisfaction with existing awards.
- Contributing to partner development through identifying, developing new relationships, and building existing relationships with partners

3) Builds the capacity of scientific, technical, and programmatic staff by:

- Providing training and mentoring to staff on understanding client needs and tailoring a response to address those needs.
- Reviewing and editing priority submissions to ensure responsiveness to the solicitation.

Applied Knowledge & Skills:

- Strong knowledge with USAID and other funder's strategies and regulations.
- Expert level knowledge and past experience with business development practices and reporting guidelines.
- Provides innovative and strategic leadership to multiple divisions and is able to gain cross-functional support for major projects and strategic priorities.
- Strong knowledge of concepts, practices and procedures; the ability to apply that knowledge in varied situations.
- Advance analytical skill.
- Expert knowledge of project/process management.
- Possesses a full understanding of the organizational structure, policies and practices, and the impact on own area and the entire organization.
- Must have excellent communication, diplomatic and negotiation skills.
- Ability with intermediate to complex level of technology.
- Ability to multi-task, meets deadlines, and accomplishes goals.

Supervision Given/Received:

- Supervises work of other supervisors/managers, including planning, assigning, scheduling and reviewing work, ensuring quality standards.
- Responsible for hiring, terminating, training and developing, reviewing performance and administering corrective action for staff.
- Plans organizational structure and job content.
- Mentors and develops employees to expand employee performance levels and retain high performing employees.
- Provides clear team and individual goals and expectations and ensure that each member of the staff understands her/his responsibility.
- Coaches and counsels direct reports with regard to performance and goal setting; provides timely feedback, fosters environment that supports staff development, provides necessary training and encourages excellence in leadership in business development.

Problem Solving & Impact

- Decisions and actions have a direct impact on the outcomes of own department and the entire organization.
- Problems encountered are often complex, broad in scope, and implications are often unprecedented with no clear resolution.
- Must be able to provide accurate, expert level advice to reach outcomes that will enable achievement of overall department and organization goals.

Qualifications:

(Or an equivalent combination of relevant education and/or experience sufficient to successfully perform the key responsibilities of the job)

- Master's degree in business or human development from an accredited institution, or their international equivalents.
- Bachelor's Degree or its International Equivalent Required- Business Administration, Human Development Sciences or Related Field.
- Typically requires a minimum of 8 years industry experience.
- Must have a minimum of 5 years' experience in a leadership capacity.
- Experience in Program Management and one or more areas of human development. Experience in the development field in resource scheduling, managing timelines, and leading team activities required.
- Prior budget and management responsibility required.
- Managing professional staff or comparable team management experience required.
- Substantial consultative experience within a Non-Governmental Organization (NGO).
- Must be able to read, write, and speak fluent English.

This job description summarizes the main duties of the job. It neither prescribes nor restricts the exact tasks that may be assigned to carry out these duties. This document should not be construed in any way to represent a contract of employment. Management reserves the right to review and revise this document at any time.

We offer competitive compensation and an outstanding benefit package. Please click [here](#) to visit FHI 360's Career Center for a list of all open positions.

FHI 360 is an equal opportunity and affirmative action employer. FHI 360 is an equal employment and affirmative action employer whereby we do not engage in practices that discriminate against any person employed or seeking employment based on race, color, religion, sex, sexual orientation, gender identity, national or ethnic origin, age, marital status, disability, veteran status, genetic information or any other status or characteristic protected under applicable law.