



Eco-Social Development Organization (ESDO)

Business Development Officer

Application Deadline: **16 Oct 2024**

Summary

Vacancy: **07**


Age: **at most 40 years**

Location: **Bagerhat, Barishal ...**

Maximum Salary: **Tk. 40000 (Monthly)**

Experience: **At least 3 years**

Published: **9 Oct 2024**

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Requirements

Education

Master's degree in any discipline.

Experience

- At least 3 years
- The applicants should have experience in the following business area(s):
NGO

Additional Requirements

- Age at most 40 years
- Both males and females are allowed to apply
- Highly experience candidates education & age will be flexible
- Practical knowledge on IGA development
- Minimum of 3 years of experience in business development, preferably in a consulting or development organization
- Strong understanding of business development principles and practices, including marketing, branding, and proposal development
- Excellent communication and interpersonal skills, with the ability to build strong relationships with clients and partners

- Strong analytical and problem-solving skills, with the ability to identify and pursue new business opportunities
- Proven track record of success in business development, including demonstrated experience in closing deals and securing new clients
- Ability to work independently and as part of a team, with strong organizational and time management skills
- Proficiency in Microsoft Office and other relevant software
- Fluency in English and other relevant languages
- Proven experience in building partnerships with the private sector, corporate entities, and training institutions.
- Knowledge of market trends, labor markets, and skills development in the context of economic empowerment and development programmes.
- Experience in proposal writing, fundraising, and securing donor or corporate funding.
- Strong ability to engage with a diverse range of stakeholders and build long-term, mutually beneficial partnerships.
- Understanding of market trends, business needs, and the ability to identify opportunities for collaboration and growth.
- Excellent writing and communication skills, with the ability to craft compelling business cases, proposals, and funding applications.
- Ability to identify challenges in creating market linkages and partnerships, and develop innovative solutions.
- Strong organizational and time management skills, with the ability to manage multiple tasks and priorities simultaneously.
- Strong passion for advocating for the empowerment of marginalized girls and young women, with the ability to present the programme's goals and achievements effectively.
- Experience working in women's empowerment, education, or skills development programmes.
- Familiarity with corporate social responsibility (CSR) initiatives and how to engage businesses in development programs.
- Experience in preparing marketing materials, presentations, or reports for external stakeholders.
- Ability to work in a dynamic environment and adjust strategies based on changing market conditions.
- A team player who can work effectively with colleagues, partners, and stakeholders to achieve common goals.

- Commitment to maintaining transparency and ethical standards in all business development efforts.

Responsibilities & Context

Eco-Social Development Organization (ESDO) started its journey in 1988 with a noble vision to stand in solidarity with the poor and marginalized. Being a peoples' centered organization, ESDO envisioned for a society which will be free from inequality and injustice, a society where no child will cry from hunger and no life will be ruined by poverty. Near about three decades of relentless efforts to make this happen, ESDO has embraced new grounds and opened up new horizons to help the disadvantaged and vulnerable people to bring meaningful and lasting changes in their lives. During this long span, ESDO has adapted with the changing situation and provided the most time-bound services especially for the poor and disadvantaged. A community focused and people centered approach has been adapted by ESDO while consideration was given to the national policy and Sustainable Development Goals (SDGs) as its guiding principle. ESDO is one of the most dynamic organizations expanding its development interventions across 337 upazilas under 53 districts of Bangladesh covering over 12 million poor and vulnerable people.

The Business Development Officer will play a critical role in identifying, developing, and maintaining partnerships that align with the goals of the Alternative Learning Programme (ALP). This position will focus on creating opportunities for market-driven skills development, identifying funding prospects, and establishing collaborations with private sector companies, vocational training institutions, and other key stakeholders to ensure the successful transition of beneficiaries into employment and entrepreneurship.

ESDO is inviting applications from interested qualified candidates for the following position.

Job Responsibilities

Partnership Development and Networking

- Identify and engage with potential business partners, private sector companies, training institutions, and other stakeholders to establish collaborations for skills development and employment opportunities for programme beneficiaries.
- Build and maintain a network of partners who can offer internships, apprenticeships, job placements, and entrepreneurial opportunities for adolescent girls and young women.
- Represent ESDO in meetings with external stakeholders, including corporate entities, donors, and government agencies, to advocate for support and partnerships for the programme.

Market Research and Opportunity Identification

- Conduct market research to identify growing industries, sectors, and skill demands in the local and regional labor markets.
- Stay informed about emerging trends and opportunities in the job market, ensuring that the ALP programme aligns with market needs and equips beneficiaries with relevant skills.

- Identify potential funding opportunities, grants, and donations to support the expansion and sustainability of the ALP.

Program Innovation and Expansion

- Support the development of new initiatives, pilot projects, or collaborations that expand the reach and impact of the ALP programme.
- Contribute to designing market-driven skills training modules that prepare beneficiaries for employment in growth sectors or equip them with entrepreneurial skills for self-employment.
- Assist in creating strategies for scaling up the ALP programme by building sustainable relationships with new and existing partners.

Monitoring and Evaluation Support

- Collaborate with the Monitoring and Evaluation (M&E) team to track the outcomes of business development efforts, including employment rates, partnerships formed, and funding secured.
- Provide input on how business development activities are contributing to the overall success of the ALP and suggest improvements where necessary.
- Assist in preparing progress reports on business development initiatives, partnerships, and outcomes for internal and external stakeholders.

Communication and Advocacy

- Promote the ALP programme and its beneficiaries by creating and disseminating promotional materials, case studies, and success stories to potential partners and donors.
- Advocate for the importance of market-driven skills development and employment opportunities for adolescent girls and young women in marginalized communities.
- Maintain regular communication with external stakeholders and partners to ensure ongoing collaboration and mutual benefits.

Workplace

Work at office

Employment Status

Full Time

Job Location

Bagerhat, Barishal, Bhola, Gazipur

Job Highlights

The Business Development Officer will play a critical role in identifying, developing, and maintaining partnerships that align with the goals of the Alternative Learning Programme (ALP). This position will focus on creating opportunities for market-driven skills development, identifying funding prospects, and establishing collaborations with private sector companies, vocational training institutions, and other key stakeholders to ensure the successful transition of beneficiaries into employment and entrepreneurship.

Read Before Apply

ESDO has a Safeguarding & PSEAH policy to protect its employees and beneficiaries and any kind of discrimination, harassment, and abuse falls under ESDO "ZERO TOLERANCE" Policy. All employees are expected to abide by the PSEAH, Child Protection, Safeguarding, and Gender policy of ESDO.

ESDO does not tolerate any child & youth abuse. So, if you have any history of child & youth abuse in organization or personal life please abstains from apply here. After your selection or between the service periods if we found any misinformation, we will take legal action as per organization rules and county law.

ESDO does not tolerate any Safeguarding abuse. So if you have any history of gender abuse in organization or personal life please abstains from apply here. After your selection or between the service periods if we found any misinformation, we will take legal action as per organization rules and county law.

ESDO does not tolerate any kind of extremism/terrorism. So if you have any history of extremism/terrorism in organization or personal life please abstains from apply here. After your selection or between the service periods if we found any misinformation, we will take legal action as per organization rules and county law.

ESDO does not tolerate any corruption. So if you have any history of corruption in organization or personal life please abstains from apply here. After your selection or between the service periods if we found any misinformation, we will take legal action as per organization rules and county law.

*Photograph must be enclosed with the resume.

Apply Procedure

Hard Copy

Interested candidates are requested to submit their resume the Eco-Social Development Organization (ESDO) online career portal (<https://career.esdo.net.bd/>) by 16/10/2024 by 5.00PM.

Only shortlisted applicants will be contacted and called for interview.

Equal opportunity, promoting women & children rights is mandate of ESDO.

Application Deadline: 16 October 2024

Published On: 09 October 2024

Apply URL:

<https://career.esdo.net.bd/>

Company Information

Eco-Social Development Organization (ESDO)

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Collegepara (Gobindanagar), Thakurgaon-5100 Bangladesh

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