

Global Alliance for Improved Nutrition

Job title:	Business Development Associate, Sustainable Food Systems (SFS)
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Classification:	Grade 3 – Associate	Direct reports:	0
Work location	Cabo Delgado, Mozambique	Travel required:	50%

The Global Alliance for Improved Nutrition (GAIN) is a Swiss-based foundation launched at the UN in 2002 to tackle the human suffering caused by malnutrition. Working with both governments and businesses, we aim to transform food systems so that they deliver more nutritious food for all people. In particular, we aim to make healthier food choices more desirable, more available, and more affordable. GAIN's mission is to advance nutrition outcomes by improving consumption of nutritious and safe food for all people, especially the most vulnerable to malnutrition.

DESCRIPTION
<p>Overall purpose</p> <p>Reporting to the SFS Senior Project Manager, the Business Development Associate, in close collaboration with the SME's team will conduct market diagnosis, identify constraints, design and facilitate development of the enterprise market systems that aim at enhancing the start-up and growth of enterprise using the Making Market Works for Poor (M4P) approach, supporting the delivery of GAIN's strategic plan for the SFS to be implemented in Cabo Delgado.</p> <p>About the Sustainable Food System Project (SFS):</p> <p>This project aims primarily to strengthen and repair the local food system in the southern segment of Cabo Delgado province, which has been severely impacted by conflict, drought, and long-standing under-investment. Ultimately, the project seeks to protect the consumption of the poorer residents of five vulnerable districts, including internally displaced persons from conflict areas and their hosts, with actions to improve both the availability and the affordability of safe and nutritious foods in their communities.</p>
<p>Tasks and responsibilities</p> <p>Project Management</p> <ul style="list-style-type: none"> • Conduct assessment of enterprise markets system to identify constraints and opportunities for livelihoods improvement of women and youth in Cabo Delgado. • Support with the development of tools and conduct a baseline assessment or landscape analysis at the beginning and through the stages of the project development and implementation to understand the business, distribution and market landscapes and to monitor, track and evaluate the project achievements systematically. • Monitor and track the financial feasibility and sustainability of the business and recommend any improvements through the project implementation. • Build the business model and technical capacity of selected grantees that improve the efficiency and effectiveness of their business • Work with farmers and farmers groups to link them with the products and to processors. • Identify new business opportunities and generate new sales leads and contacts for the business. • Develop the interventions, result chains, indicators and document learning for each grantee enterprise • Identify, assess and select the potential implementing partners for selected and emerging intervention

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<p>areas</p> <ul style="list-style-type: none"> • Engage in market promotion and dissemination of relevant market information in supporting the targeted enterprises. • Identify and collate the context specific information at national, meso and micro levels relevant for facilitating services or conditions for promoting the start-ups and growth of the enterprises. • Perform other functions as may be assigned by the project management.
<p>Key organisational relationships</p> <ul style="list-style-type: none"> • Reporting to the SFS Senior Project Manager • Close collaboration with the External Engagement Workstreams, GAIN Program Services Team and Knowledge Leadership teams, Government, Donors, NGOs, Private Sector, Academia and others

JOB REQUIREMENTS
<p>Competencies</p> <ul style="list-style-type: none"> • Proven experience and knowledge in Business Development • Good report writing skills and some knowledge of technical writing for project-related documentation • Proactive and self-motivated individual capable of engaging persuasively with various stakeholders • A self-starter, able to work independently • Excellent project management capabilities • Strong team leadership abilities with the ability to motivate and mobilise individuals within or outside their reporting line • Substantial business requirements collection and process/workflow analysis skill • Strong communication and advocacy skills • High level of professionalism and integrity • Clear and systematic thinking that demonstrates good judgment, expert problem solving, and creativity. • Computer literacy with good Excel, MS Word, Outlook, and Power Point skills. • Strong facilitation skills • Able to prioritize, multi-task, and work well under pressure with frequent deadlines • Analytical, with the ability to effectively liaise with government offices and private business sectors
<p>Experience</p> <ul style="list-style-type: none"> • Demonstrable experience in international development, including experience in a business development role with an existing network in Mozambique. • Proven experience in delivering projects on time / on budget, using project management processes and tools including risk management, benefits management, financial management and quality assurance • Strong understanding of Mozambique's business environment, public health sector and food system required. • Experience working in a public/private partnership environment is desirable.
<p>Education</p> <ul style="list-style-type: none"> • A Bachelors' degree in business administration, management, project management, nutrition, food science, health, international development, or a suitable equivalent qualification is required. • Diploma or equivalent certification in project management or business administration is highly desirable. Preferable: APM, PRINCE2 (Foundation and/or Practitioner), Scrum Master, Agile PM.

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Other requirements

- Fluent written and verbal English
- Portuguese proficiency desirable.
- Must be willing and able to travel.
- Must have the right to work and live in Mozambique

WHAT GAIN OFFERS

- Flexible working hours
- Friendly working environment
- Professional development opportunities