

Job Description: Business Development Manager

OneWorld Sustainable Investments (OW) operates across Africa. The company has also recently established OneWorld Europe, as an independent arm of OW, which serves the global market.

Both organisations operate in sustainable development-consulting and focus on adaptive development and resilience building within the context of changing climate and resource constraints (see www.oneworldgroup.co.za).

OneWorld's four inter-related work programmes are: **i) Valuing Resources** - Advancing governance and sustainable financing for water, land-use, and biodiversity resource development; **ii) Climate Change** - Building and applying evidence of climate impacts for development, people and economies to inform inclusive policy strategies and financing solutions; **iii) Green Transitions** - Envisioning just transitions and transformational pathways for mobilising green and low carbon societies where all benefit from the gains, and; **iv) Urban Resilience** - Facilitating sustainable urban densification, mobility and municipal governance reform for inclusive cities that secure development gains and enhance the lives of all citizens.

Our clients and beneficiaries include International Cooperation Partners, Governments in donor countries and the regions we work in, transboundary institutions such as River Basin Organisations, Development Finance Institutions, continental and regional political, economic and trade communities and climate negotiation blocs in developing countries, as well as the private sector. We work at a science-policy-development interface and provide technical and policy advisory services to our clients and beneficiaries.

OneWorld currently seeks a South African-based Business Development Manager, preferably Cape Town-based, to lead and coordinate OneWorld's business development portfolio, in line with the growth strategy of the business.

Job Purpose

To provide business intelligence and strategic content; to manage all aspects of project proposal development; write Proposals and Expressions of Interest (EoIs); supervise meeting proposal technical requirements. Generally, the purpose is to win work in line with the company's growth strategy and within the organisation's work programmes.

Although operating from the OneWorld Africa office in South Africa (Cape Town) the incumbent will have responsibility for business development for OneWorld's global operations.



Reporting and Management Structure

The Business Development Manager will report to the CEO and the General Manager and will be responsible for leading a small team of research and support staff.

Primary Responsibilities

Manage the entire process of business development from tender tracking to proposal and EoI submission. Create marketing materials for business development activities, in close cooperation with the publications and knowledge team. Provide market intelligence to the strategic growth team. Lead and coordinate the business development function.

Specifically, the business development manager will:

- Build strategically positioned business development content
- Advise and implement practices on selection and approach to achieving winning bids
- Assist in writing proposals and EoIs
- Input and maintain information on business development systems and tools
- Analyse business development results on a regular basis and provide intelligence to the strategic team on adjusting business development approach
- Advise on bid quality improvement and implement solutions to address
- Establish and maintain client and partner relationships that are key to maintaining business reputation and to strategic growth
- Work closely with business programmes to understand programme focus and identify aligned opportunities
- Identify and drive opportunities that could leverage the business
- Consistently review opportunities and new growth opportunities
- Keep abreast of trends in global and regional agendas and inform the business of trends in current programmes and of potential growth areas
- Lead and coordinate the development of successful project proposals and tenders
- Keep abreast of prevailing compliance requirements of local, regional and global clients

Requirements

The following qualifications and skills set requirements apply:

- A Masters-plus qualification is preferred in the fields of Development Studies/Economic Development, Environmental Science, Sustainable Development or related Social Sciences
- Minimum 5 years' work experience in the sustainable development field, with at least 3 years' business development experience in public sector and donor funding tender response-based environment



- Proven track record in Development, Climate Change and Resilience, Climate /Environmental Finance research; Policy and Strategy Development, analysis and advisory
- Proven ability to work systemically and strategically
- Excellent writing and presentation skills with ability to relay technical concepts and research in an easily understandable and relevant manner
- Proven track record in working with ICPs, DFIs; working with the private sector is an advantage
- English language fluency
- Ability to operate remotely, while working in person with a close office-based team
- Excellent writer, able to create and manage budgets for projects and Business Development department

Key behavioural requirements include:

- Detail oriented, strong analytical skills, able to review and contribute to proposals written by subject matter experts, deadline driven, business acumen, networking skills
- Proven interpersonal/relationship building skills
- Flexibility and adaptability to the changing requirements of the projects/business
- Well organized with the ability to effectively plan and prioritise tasks in order to achieve project deadlines
- Accountable and takes ownership, and highly proactive

To apply, please send a CV that responds directly to the requirements set out in this advert, to recruitment@oneworldgroup.co.za by the 10th April 2021. Only shortlisted candidates will be contacted.

