



Senior Business Development Manager

Cape Town, South Africa

About mothers2mothers

Founded in 2001, mothers2mothers (m2m) is an international non-governmental organization dedicated to making an impact on the health of mothers by putting them at the heart of improving reproductive, maternal, newborn, and child health. They empower mothers living with HIV through increased access to healthcare, as well as education and employment opportunities, in order to eliminate mother-to-child transmission of HIV. Headquartered in Cape Town, South Africa, m2m has expanded over the past 12 years from one site to over 400 sites in 7 countries.

m2m has experienced great successes over the years in the areas of improving the health of women and children, strengthening overburdened health systems, and employing and empowering women. Through their efforts, women involved in their “Mentor Mother” program are more likely to disclose their HIV status, pursue important tests about the status of their infection, and deliver babies in health care facilities than HIV-positive mothers who are not involved. Their program has also helped reduce the impact of the health worker shortage in Sub-Saharan Africa, while also giving women Mentor Mothers the opportunity to earn a salary and support themselves and their families.

mothers2mothers delivers the following services to women living with HIV:

- Education and support to pregnant women and new mothers living with HIV to increase access and adherence to lifesaving interventions for them and their infants.
- Education to women before and after they take their HIV tests during pregnancy.
- One-on-one peer education and group support sessions to pregnant women and new mothers living with HIV.

All services are delivered by women living with HIV. These women mentor pregnant women and new mothers living with HIV. Known as “Mentor Mothers,” these women work side-by-side with doctors and nurses as paid members of the health care team, supporting and educating women on how to take care of themselves and their infants.



mothers2mothers is being assisted in this recruitment by Development Resources, *inc.* All resumes and questions should be sent to search@driconsulting.com.

About the Search

mothers2mothers (m2m) is looking for an accomplished, ambitious, and entrepreneurial Senior Business Development Manager to identify opportunities and lead new business, partnership, and funding efforts across Sub-Saharan Africa. The Senior Business Development manager will be responsible for coordinating and supporting implementation of m2m's fundraising strategy, focused on institutional donors within the global health sector. S/he will be accountable for securing funding for the adoption of m2m programs in new countries, working directly with: host country governments; local, regional and international implementing agencies; private enterprises, companies and businesses; foundation and private donors; and an array of stakeholders. This individual will also proactively engage key contacts in bilateral and multilateral funding institutions to advance fundraising efforts. In existing m2m countries, this individual will work collaboratively to support m2m Country Directors, helping to maintain current partnerships and to proactively identify new funding sources. The Senior Business Development Manager will oversee a team based in Cape Town which is responsible for the production of bilateral, multilateral, corporate and foundation proposals, as well as developing donor reports. This individual will report to the Director of Business Development and will be based in Cape Town, South Africa.

About the Position

Key Responsibilities

- Coordinate and implement the current m2m institutional donor fundraising plan including:
 - Managing, coordinating, and supporting proposal development for all existing and prospective institutional funders (bilateral, multilateral, foundation, and corporate).
 - Developing capture planning and bid staging tools and processes for competitive funding opportunities, with a focus on USAID and CDC.
 - Working with program staff and other departments to develop accurate and compelling donor reports for existing donors.
 - Work with the Business Development staff worldwide and with program staff based in Cape Town to develop and maintain an inventory of U.S. and other bilateral government funding sources, including prime grantees and contractors working on health-related programs.
 - Develop and maintain current and prospective insitutional relationships through effective and creative cultivation and stewardship practices.
- Identify and pursue long-term bilateral and multilateral funding opportunities in several key areas, principally the prevention of mother-to-child transmission of HIV, as well as reproductive, maternal, newborn, and child health.

- Investigate and increase funding opportunities through active interaction with key contacts at government agencies, international development agencies, and potential collaborating organizations.
- Develop goals, strategies, and timelines for new business fundraising initiatives in order to diversify income.
- Investigate and increase funding through active research, monitoring and analysis of bilateral and multilateral opportunities.
- Develop cultivation and solicitation strategies for key governmental prospects that effectively employ the skillset of m2m leadership, board members, consultants, and advocates.
- Supervise Cape Town-based Business Development staff focused on grant proposal development and grant reporting. Oversee the planning and evaluation of grant proposals, including design, technical, and budgeting aspects. Ensure that deadlines are consistently established and met.
- Embrace a mission-driven, cohesive, and supportive attitude within the organization.
- Maintain professionalism in all departmental activities and outreach, promoting confidentiality of privileged information.

Ideal Experience & Skills

- Bachelor's degree required; advanced degree preferred.
- 7 - 10 years of experience in an international NGO or development consulting firm with a successful fundraising record, including a successful track record of grant applications and awards from USAID, CDC, Unicef, Global Fund, DFID, other government agencies and/or with their key partners and grantees.
- A deep, broad knowledge of bilateral and multilateral funding processes, as well as a strong background in establishing and developing relationships with key players within these institutions. A thorough understanding of how to navigate the politics associated with these institutions is required.
- Prior success identifying and implementing creative, new funding opportunities, specifically with institutional donors.
- Excellent interpersonal skills, including the ability to communicate confidently and effectively with staff, donors, prospects, and senior leaders; must have strong written, oral, and listening skills.
- Adept at crafting grant applications and proposals, as well as managing the grant writing process including budgeting and reporting.
- Ability to convey complex ideas effectively and in a compelling manner to internal and external audiences.
- Exceptional organization, analytical, strategic planning, and research skills.

- Ability to successfully manage a diverse staff and work across departments and countries under an international NGO structure.
- Experience developing and implementing capture planning and bid staging systems and processes.
- The ability to juggle multiple priorities and meet deadlines in a demanding, fast-paced and rapidly changing environment.
- Ability and willingness to travel domestically and internationally as necessary.
- Passionate about the region with a deep knowledge of m2m's mission, messages, and key funding priorities.
- Strong moral and ethical character.

To Apply



Questions, resumes and CVs should be sent to: search@driconsulting.com.

mothers2mothers is an Equal Opportunity Employer and is seeking a diverse slate of qualified candidates for formal consideration.

