

Consultancy – Business Development Specialist

Company	Aflatoun
Location	Amsterdam, Netherlands or Remote
Job type	Full time
Remuneration	Paid
Salary	indicative gross salary between € 2500 and € 4000 per month
Comment	Inclusive of health insurance, holiday allowance and national insurance contributions
Reporting to	Resource Mobilization Manager
Deadline	15-1-2022

The Organization

Aflatoun International is a non-profit organisation, which offers social, financial & entrepreneurial education to children and young people worldwide, empowering them to make a positive change for a more equitable world. Aflatoun creates high-quality curricula, for different age groups, which are contextualised to local needs and specific circumstances, and are implemented by over 300 partner organisations in 101 countries, reaching 10.5 million children (2019).

Aflatoun programmes inspire children to discover their talents and put them to use, to stand up for their rights and those of their communities, to play games and to solve problems. They learn how to save, how to budget and how to set up social and financial enterprises that benefit themselves, their families and their neighbourhoods.

Aflatoun has been recognised globally (Brookings, Harvard, HundrEd, Million Lives Club) for its high-impact, low-cost model, which has demonstrated to be effective in changing behaviors of its participants across the globe. By using a social franchise model, Aflatoun transfers curricular content, monitoring and evaluation tools, and training capacity to partner organizations, helping them to enhance their existing expertise and to create an efficient learning ecosystem. Aflatoun's programmes follow an active-learning, participant-centered methodology, which combines social and financial education to transform the lives of their participants, educators, civil society organizations and other NGOs.

Aflatoun has a multidisciplinary team of professionals. We are looking for a dedicated and enthusiastic **Business Development Consultant** to join the Resource Mobilization Team.

Consultancy assignment

Since the direct beneficiaries (i.e. vulnerable children & youth) will not be able to pay for the offered services, some kind of a triangle model will always be needed (Aflatoun, beneficiary, payor). Key financial contributions come from Restricted Grants, Unrestricted Grants, Partnership Fees, Consultancies and Private Sector contracts.

The consultant will be specifically focusing on the engagement with:

1-The private sector.

- a. A review of "AflaVentures" is needed. Previously areas identified as potential markets to engage with the private sector have been: Commercial Banks, Private schools, EdTech companies, and companies

working in the agricultural supply chain. A review of progress so far is needed and engagement with private sector specialists are required to revisit the “AflaVenture” approach.

- b. Aflatoun will also need to intensify its resource mobilization efforts with the private sector with regard to their **Corporate Social Responsibility**. The main focus will be on CSR offices of large multinationals;

2-Institutional donors.

Within the broad range of institutional donors, the consultant will focus on partnerships with US funded development organizations which implement large projects for different US Government agencies (USAID/PEPFAR/etc.) The aim is collaborating with these agencies as sub-grantee.

The Business Development Specialist will report to the Resource Mobilization Manager.

Key responsibilities:

- Have a good understanding of the businesses' products and services, and be able to advise and communicate with potential partners about them
- Outline a set of engagement opportunities and methods that will connect private sector, institutional donors and development agencies with Aflatoun’s mission
- Identify new business opportunities - including new markets, growth areas, trends, customers, products and services
- Create a sales pipeline
- Map, monitor, and maintain engagement with prospective partners
- Develop concept notes and proposals in line with guidelines of prospective partners
- Identify promotional strategy and activities with the PR/Communications department supporting sales campaigns
- Present the organization to various stakeholders during meetings and conferences
- Keep abreast of trends and changes in the business world.

Required Skills & Qualifications

- Entrepreneurial mindset
- Expert knowledge of the role of the private sector as well as US Government international development funding strategies towards the reduction of poverty and inequality
- Tenacity and drive to seek new business and meet or exceed targets
- Strong communications skills (both written and verbal) at a level appropriate for high level external representation (lobbying, presentations) and ability to tailor communications to different audiences
- Demonstrated ability to understand external corporate drivers and implement internal strategies to achieve both Aflatoun’s and private sector partner goals
- Strong organizational skills and the ability to perform multiple tasks simultaneously, set priorities and work in a team characterized by diverse cultural backgrounds
- Demonstrated ability to work in a small team with motivated, multicultural co-workers
- Self-driven with a high sense of creativity, quality, accuracy, efficiency and meeting tight deadlines
- Fluency in oral and written English and preferably other languages
- Willing to travel domestically and internationally as required

Deliverables

Deliverable 1:

- Manage the “Laying the Foundation for Aflaventures: An Income Generation and Impact Entity Project” – Including facilitation of conceptualization of next level of the project
- Coordinate the development of the implementation plan
- Manage expert consultants under the Aflaventures/Waterloo project
- Build on previous mapping of potential partners by type of engagement and approach 12 private sector companies during the initial 6 months;

Deliverable 2:

- Map potential CSR donors (Banking sector, DeFi companies, Technology companies and Multi-nationals)
- Develop CSR point of view & pitch – Including the development of 2-pager dummy proposals/propositions for Aflatoun, Aflateen, Aflayouth
- Approach 12 companies for their Corporate Social Responsibility engagement

Deliverable 3:

- Manage existing private sector partnerships between Aflatoun and Corporate Sector, including National Geographic, School bank etc.

Deliverable 4:

- Identify and track relevant upcoming USAID funding opportunities through intelligence gathering, partner relationships, and other available resources
- Map of US organizations who bid as prime/lead agencies on multi-year/multi-million grants on USAID/PEPFAR/DREAMS/Millennium Challenge
- Establish relationships (with the intention to jointly bid) with 6 USAID bidding agencies in US.
- Develop 2-page pitch document that can be shared with USAID/PEPFAR and prime/lead agencies on USAID grants

Conditions of Employment

The Foundation shall pay to the Consultant a fee including VAT for deliverables (see ToR) for each assignment with deliverables.

Consultant will be paid monthly on acceptance of progress report.

Timeline

	2022					
Activity	Jan	Feb	Mar	Apr	May	June
Deliverable 1						
Deliverable 2						
Deliverable 3						
Deliverable 4						

Reaction

Please send your CV and cover letter to <https://aflatoun.bamboohr.com/jobs/view.php?id=100> with the Subject: Business Development Specialist Application, no later than 15th January 2022. If you have any specific questions on the position, please contact the HR Assistant Chitra at chitra@aflatoun.org.