



We are hiring!!!

JOB DESCRIPTION

Job Title: Business Development Manager

Location: NOGAMU Office, Kampala with travel upcountry and outside Uganda.

Reports to: Head of Programmes

Staff Reporting to this Position: Sales officers, Trainers and Consultants, as they come on board.

Duration: 24 months, renewable (subject to performance)

Budget Responsibilities: Business Development Activity-based Budgeting

Job Purpose:

The Business Development Manager will be responsible for planning, implementing and monitoring of NOGAMU's funding and income generating activities, with emphasis on Marketing, Standards and Certification as well as Training, Research, Extension and Education. She/he will support NOGAMU's efforts to build a diverse and sustainable revenue model by developing both internal and external sources of income.

1. Key Duties and Responsibilities:

- Initiate, build and manage funding relationships with Development, Government and Private Sector Partners.
- Assess eligibility and provide summaries of funding opportunities and calls that are relevant to NOGAMU
- Work closely with the Head of Programmes and other staff to develop and submit business or funding proposals and meet requirements for partners in development, government and private sectors.
- Quality assure all concept notes and proposals to meet minimum requirements for submission
- Coordinate the internal authorization and sign off processes and ensure timely submission of high-quality funding and business proposals and concepts.
- Ensure a proper review of financial and narrative reports, ensuring consistency, accuracy, clarity and timely submission.
- Work with programme and finance staff to continuously improve the quality of reports and flag potential compliance risk related to Internal or External partner contracts to concerned staff and propose ways to mitigate them.
- Coordinate capacity building through the NOGAMU Academy and facilitate marketing as well as standards and certification activities for members and actors in the organic industry.



- Take the lead in establishing and operationalizing NOGAMU's *shop organic outlets* and *farmers' markets* in different cities or towns of Uganda.
- Coordinate support services to NOGAMU members in product and market development as well as establishment of quality management systems and acquisition of organic certification through second party/Participatory Guarantee Systems (PGS) and third party/Internal Control Systems.
- Provide leadership for membership growth and retention and ensure an effective feedback mechanism.
- Perform any other duty as may be assigned by the Head of Programmes and CEO from time to time.

2. Qualifications, Skills and Experience:

- The applicant must hold a Bachelor's degree in Agribusiness, Agriculture, Management Science, Business Administration, Economics, Development Studies, or related field.
- Minimum seven years of resource mobilization, marketing, sales, and business development experience, with at least four years' experience in an organic product or service company.
- Proven experience using diverse, hands-on strategies to position his/her organization for new funding and productive institutional relationships.
- Robust strategic, analytical, systems thinking, and problem-solving skills, with capacity to grasp the big picture.
- Solid relationship management skills and ability to get along with stakeholders at all levels, internally and externally.
- Excellent persuasion, negotiation, communication and presentation skills.
- Upbeat and results-oriented.
- Experience with Institutional and non-traditional funding partners in Organic and Agroecology will be an added advantage

3. Required Languages:

Excellent spoken and written English. At least one of the local languages. Kiswahili is an added advantage

Send application & resume/CV by email to admin@nogamu.org and copy to annetnd@gmail.com :-

The Human Resource Manager
NOGAMU

Plot 7935, Olympia Road, Off Gaba Road, Kansanga (Behind Seroma)
P. O. Box 70071, Kampala, Uganda.