

Manager – Business Development



Job Description

www.ennovent.com

The Manager – Business Development will support business development outreach with a view to catalyse business ventures with sustainable solutions in low-income markets in developing countries.

Organisation Profile

Ennovent is a venture catalyst that takes innovative businesses to unexplored low-income markets in developing countries. We offer customised venture projects to entrepreneurs, corporates, funders and NGOs that provide access to startup expertise, local capacity, diverse funding and global networks. Through fair partnerships, we share the risks and rewards of optimising sustainable impact and profits in low-income markets. Since 2008, Ennovent has catalysed over 250 ventures in 35 countries through 75 projects.

As an evolving for-profit enterprise Ennovent's core strength is our team – a talented and self-motivated group of professionals with strong backgrounds in fields such as investment management, international development, business operations, entrepreneurship and the environment.

Ennovent's organisational culture is dynamic and entrepreneurial; we are highly responsive to new ideas and initiatives that could advance our organisational aspirations, while also fostering a positive impact on low-income markets in developing countries. We promote innovation, business ethics and professionalism in all our operations.

For further details about Ennovent: www.ennovent.com

Job Profile

Title	Manager – Business Development
Job Objective	To support business development outreach with a view to catalyse business ventures with sustainable solutions for low-income markets in developing countries.
Position Type	Full-time, home based
Compensation	A competitive fixed and variable compensation package commensurate with experience and the organisation's compensation structure
Location	Any metropolitan city in India or Nepal
Reporting Relationship	Managing Director – Ennovent Global and Global Director – Strategy

Position Description

Ennovent is looking to deepen its presence in existing markets and expand its operations to more countries. The Manager – Business Development will support this goal through lead generation, sales pipeline management and marketing in these target markets. The Manager will be expected to engage with Ennovent team members, as well as wider network of partners, advisors and affiliates to successfully fulfil the objective of this role. An initial focus will include building and managing the Ennovent Community, which is comprised of funders, mentors, experts and service providers that support Ennovent with functions including sales, marketing and execution. At present, the Manager is sought to fulfil the following responsibilities with the support of the Global team:

- Lead the prospecting and qualification of potential clients, funders and partners
- Coordinate the sourcing of research, statistics and best practices to effectively source relevant global clients
- Support concept note and proposal development, budgeting and contracting
- Support the design and implementation of systems to implement, optimise and monitor all sales processes
- Assist the marketing of Ennovent at company, business unit and project-levels
- Work with the Global unit to build and manage the Ennovent Community
- Assist the overall strategic development and management of Ennovent

Qualifications

The Manager – Business Development is an experienced professional with a relevant background in sales/business development, marketing and community management.

The Manager should possess:

- A master's degree in business, management or a relevant field
- 3–5 years of business development experience ideally in the social entrepreneurship space
- Virtual role, but team member must be based in any metropolitan city in India or Nepal
- Experience with business development processes, lead generation and conversion
- Strong background in marketing will add considerable value to the role
- Exceptional research and analytical abilities
- Well versed with the management of any organized communities is a plus
- Exceptional verbal and written communications abilities in English, with strong presentation skills
- An extroverted personality that enables high-impact networking skills and instincts
- Commitment to Ennovent's overall mission and core values

Compensation

Ennovent offers a salary package in line with a structured compensation plan combined of both fixed and variable components. This will be a full-time home-based role in India.

To Apply

Please apply with detailed resume and cover letter expressing your interest in this position and relevant past experiences to **Suman Biswas** at career@ennovent.com