

# Business Development Consultant (Virtual)

## Position Overview

Nascent Solutions, Inc. (Nascent) is seeking talented and experienced business development consultants to support its business development activities in close collaboration with Nascent's HQ technical leads and country office teams. The consultant assignment starts on **December 10, 2020**.

## Company Details

Nascent is an African women-led international development organization founded 2004 with the mission of harnessing the creative entrepreneurial skills of target beneficiaries and strengthening their capacity to champion the development agenda of their communities. In the last 16 years, Nascent has mobilized resources and implemented programs in food security, nutrition, education, and maternal and child health, impacting the lives of over 10 million people in several African countries. For more details, check [www.nascents.org](http://www.nascents.org)

## Essential Job Functions and Responsibilities

- Conduct prospect research to identify qualified pipeline opportunities relevant to Nascent's mission, sectors, and geographical coverage.
- Create a short-term and long-term business development plan and prioritize grants/concept notes in collaboration with Nascent technical teams
- Develop relationships with other partners to position Nascent for Prime and sub opportunities
- Design a customized targeted business development and capture strategies
- Participate in the entire business development process, including pipeline reviews, proposal development and proposal reviews
- Establish and maintain a pipeline of opportunities
- Participate in weekly business strategy meetings.

## Required Skills, Qualification and Attributes

- At least 7 years of business development experience with USAID proposal development process
- Ability and willingness to work and interact with all levels of the organization
- Experience interacting with and presenting to senior USG leadership including ability to clearly and concisely present Nascent's technical areas to a variety of stakeholders/donors
- Demonstrated experience with USG donor-funded RFP/RFA/RFQs, particularly USAID, USDA, Department of Defense (DoD), MCC and other non-US donors such as EU
- Demonstrated experience with and or knowledge of end-to-end capture process, proposal process, and delivery lifecycle
- Exceptional writing and editing skills with the ability to deliver under tight deadlines
- Ability to communicate across cultures and time zones.

## How to Apply

Interested candidates should submit a cover letter, CV, to [recruitment@nascents.org](mailto:recruitment@nascents.org). Please include "**Business Development Consultant**" in the email subject line. CVs without cover letters will not be considered. CV reviews commence immediately, and only shortlisted candidates will be contacted.