



Business Development Manager, International Development and Relief, Washington, DC

About this Job:

As a Business Development Manager, you will support partnership strategy and implementation of GeoPoll's international relief and development (social sector) continued expansion and growth. You will be part of a team that is passionately committed to expanding to our base of international development clients funded by USAID, Department of State, MCC, World Bank, the United Nations, foundations and academic institutions.

In this role you will identify business/sales opportunities and lead partnerships from inception through full execution in support of our International Business Development team. You will expand and cultivate relationships with a wide variety of partners, developing teaming strategies and approaches and negotiating technical roles and budgets. You enjoy working in the fast-paced environment of proposal development ranging from writing concept notes and drafting corporate capabilities statements to developing detailed budgets and cost estimates. Additionally, you excel in a team-oriented environment that includes working on projects in parallel, and a flexibility to work on special projects when needed. You are a self-starter who is excited to work in a start-up environment.

Responsibilities

- Identify international development procurement opportunities (under contracts and grants) and manage teaming discussions with for-profit and non-profit organizations
- Identify partnerships and manage opportunities with other USG-funded clients, multilaterals, foundations, and universities
- Actively reach out to targeted clients to sell, upsell and maintain positive long-term relationships
- Prepare and submit proposals, pricing and service agreements for international development clients, including conducting analysis for compliance and procurement considerations
- Develop PowerPoint presentations, marketing materials, and success stories
- Support the Business Development team's financial projections and budgeting processes
- Coordinate with GeoPoll support teams including Operations, Program Management, Finance, and regional representatives
- Some travel to international offices, client locations, and conferences may be required

Qualifications

- BA/BS degree in Business, International Relations, or related field
- 4 years of experience on a business development team supporting international development clients, including USG government contracting
- Excellent organizational and communication skills
- In-depth experience using Microsoft Office products that include MS Word, PowerPoint and Excel

Preferred Qualifications

- MA/MS degree in Business, International Relations, or related field
- Understanding of compliance, cost, and procurement issues



- Familiarity in developing countries, particularly Africa, Asia and the Middle East
- Innovative thinker able to work in a fast-paced impactful team-oriented environment

About GeoPoll and Mobile Accord

Since 2012, GeoPoll has been a leader in providing affordable market research from areas of the world that are difficult to access with traditional methods. We conduct 7 million surveys per year through the mobile phone for international multilaterals, NGOs, research agencies, brands, and media groups. GeoPoll facilitates projects that provide critical data for companies and development assistance organizations on resources, living conditions, and aid, as well as measure the ROI of advertisements, assess customer satisfaction, and more. GeoPoll is powered by U.S. small business Mobile Accord, experts in powering mobile insights across the globe.

To apply please email a cover letter and resume to jobs@geopoll.com with the job title in the subject line.