

JOIN US

INTEGRITY

CURIOSITY

COLLABORATION

CLIENT FIRST

ENTREPRENEURIAL SPIRIT

The Ipsos Africa Centre for Development Research & Evaluation is part of our global Public Affairs division, which is a leading provider of research and evaluation services globally to the public sector. In Sub-Saharan Africa we work from our 8 country offices to lead external primary & secondary quantitative and qualitative research studies, and conduct a range of evaluations of third-party projects and programmes. We provide evidence-based recommendations at both a strategic and tactical level to a wide range of multi-lateral and bilateral donors, foundations, international and local NGOs. Ipsos leads the way in application of new methods of information collection and analysis, and on the delivery of high quality data sets and analytical reports, alongside the ability to create impact through integrating recommendations into program design and improvement.

We work across sectors, but particularly focus on MNCH, SRH, trade and markets-systems development (particularly in agriculture and financial access), education, environment, governance, gender and youth. More widely Ipsos provides market research for FMCG and service industries, but that is not part of the work of our division.

BUSINESS DEVELOPMENT LEAD, IPSOS IN SUB-SAHARAN AFRICA

The Sub-Saharan Africa Business Development Lead will support Ipsos's business development efforts related to Monitoring, Evaluation, Research and Learning across sub-Saharan Africa with multiple donors, including USAID, FCDO, UN organizations, government institutions, foundations, and the private sector, and with a wide range of implementing partners.

This position will focus on developing relationships, building partnerships with bidders, business intelligence, positioning, and proposal development, requiring both strategic and tactical direction and support. It will involve significant hands on proposal leading and preparation. This position is pivotal in developing complete, consistent, competitive, compelling, and compliant bids that reflect client needs, and ensuring a continuous stream of funding for our teams.

Partnering with country leaders in Ipsos countries and technical program leaders across the organization, the successful candidate will coordinate all of the opportunities and proposals across SSA, leading and writing key bids. S/he will work both internally across the organization as well as externally with donors and partners.

The individual will work closely with Ipsos teams in each country but will report into the Regional Director who heads up the Ipsos Center for Development Research and Evaluation in Sub-Saharan Africa.

The BD team is a small team and this person will build and develop our approach and team.

KEY RESPONSIBILITIES

- Build an African business prospect list and pipeline, and BD process
- Use connections with potential partners and funders clients to fully understand their current and upcoming needs.
- Translate on-going programmes of research and evaluation into new relationships.
- Develop long-range business development plans in conjunction with our eight Country Directors.
- Conduct landscaping analyses that can inform an overall program development strategy.
- Set up and lead capture processes.

- Build close relationships with Ipsos country teams in Africa, Middle East, India, S.E. Asia the US and UK.
- Ensure high quality proposals are submitted by our team across Africa: contribute to proposal development by developing proposal approaches, writing sections, reviewing the contributions of others, and ensuring proposal quality and compliance with Ipsos and funder requirements.
- Network and share information on Ipsos's country, regional, and global research and evaluation efforts to build our organizational reputation and brand in the region.

KEY QUALIFICATIONS

- Bachelor's degree in international development, public health, or private sector development / agriculture.
- Master's degree preferred.
- Demonstrated success building a pipeline and selling work for Africa for donor funded programs for at least 7 years.
- Demonstrated expertise developing proposals for donor contracts, including for USG donors. Experience working with private foundations and program leaders.
- Demonstrated skills and experience organizing teams to produce high-quality proposals on tight deadlines
- Experience working in the African region

- Demonstrated knowledge of proposal rules, regulations, and processes, demonstrated history of success in winning awards and demonstrated experience working in a team environment with country program and technical staff, as well as external partners
- Demonstrated skill in managing communications with clients, partners, and donors
- Must have excellent and high quality English language to global proposal writing standards.
- This person will be ideally based in sub-Saharan Africa, but candidates based outside Africa can be considered, with frequent trips to Africa.

If you believe you are the candidate we are looking for, please submit your application and CV detailing your experience for the post and include daytime telephone contacts to: careers-ke@ipsos.com & gaby.Levinson@ipsos.com. For more information about the position please contact Melissa.Baker@ipsos.com.

Application will not be considered if a covering letter is not attached.

Include "[Your Name], Business Development Lead, Sub-Saharan Africa" in the cover letter and email subject header.

Only Shortlisted candidates will be contacted.