

JOB DESCRIPTION

JOB TITLE	Business, Innovations & Partnerships Development Lead (BIP-D)
Dual Reporting:	Chief Executive Officer
Responsible	
Location:	Kampala, Uganda.

Job summary

The Business Innovations and Partnerships Development Lead shall be responsible for building the strategic business ecosystem for the MCI Media Hub. He/She is will then lead in strategic planning, marketing and prospecting for new clients for the MCI Media Hub. The role holder is charged with building the business practices and ideas to ensure that the MCI Media Hub and Media Challenge Initiative are viable and economically, environmentally and socially sustainable.

Key duties and responsibilities

Positioning and Capture including, but not limited to:

- Lead creation of partnership opportunities for the MCI Media Hub and innovation projects
- Identify opportunities in target markets for MCI Media Hub products relating to events management, content production and media trainings.
- Build new client relations and maintaining existing business relationships for client satisfaction and sustained partnerships
- Lead in positioning MCI and the MCI Media Hub as a market leader in content development solutions, media training and conference events management and tracking progress.

Business Strategy and Planning including but not limited to:

- Jointly develop a business development strategy, focused on financial gain targets and sustainability of MCI and MCI Media Hub (supported by the leadership team)
- Lead learning and adaptation of the business strategy in accordance with the business cycle and supporting organizational policies
- Build new client relations and maintaining existing business relationships for client satisfaction, satisfaction and sustained partnerships
- Create a viable promotion and sales strategy for the MCI Media hub as the home of media innovation in Uganda
- Plan and oversee new marketing initiatives for the MCI Media Hub.

Leading Innovation at MCI including but not limited to:

- Integrate sustainability into key activities and programs supporting the CEO and senior management team integrate sustainability into plans
- Lead the team in such a manner that sparks creativity and innovation including guiding and inspiring work teams
- Develop and implement initiatives and a strategy for innovation bringing in best practices and demonstrating key results for such innovations
- Tagging MCI innovations to trends, technologies and periodically reporting on MCI's position against a tracker

Business Proposal and Budget Development including but not limited to:

- Lead on developing new high quality concept notes, proposals and budgets to contribute the vision of the hub on amplifying media innovations
- Engage in identifying new grant and funding opportunities for the MCI Media Hub and Innovation projects
- Jointly review written business and fundable proposals to ensure that requirements are met fully before submission
- Lease with like-minded industry players to understand and adopt to the complex donor landscape and periodically advise MCI on ways to adopt

Project Implementation and Support

- Work with team to lead on implementing business projects and support the team to execute the vision of the client
- Engage in monitoring and evaluation of the MCI Media Hub business projects for impact tracking
- Consistently provide progress reports to the leadership team about project viability, progress and coverage

Person Specifications/ Recruitment Criteria
Education / Qualifications / Training required: Essential: Holder of an Undergraduate degree in Non-profit Management, International Development, Business, marketing or other related field. Desirable: A Master’s degree in international development, Marketing, Business management and media leadership and management or a related field
Previous work experience required: Essential: Minimum of 5 years in a business development and marketing role Desirable: Having 4years’ plus experience developing business strategy for media organizations, experience on media sustainability and supporting to build businesses for start-ups.
Technical knowledge or skills: Essential: Experience in developing business and marketing strategies for services and in the media landscape. He/she must understand how the media industry works, the challenges and opportunities available <ul style="list-style-type: none">• Capacity for sensing business opportunities• Strong communication skills• Expert knowledge in strategic planning• Financial prudence• Experience and skills in proposal writing and fundraising• A team player who is able to work with diverse teams across the world• Strong organization and time management• Skilled events organizer Desirable: Proven Marketing and Sales skills.

Additional information:

Time required in job to reach effective performance:

Probation period – 6 months

Time to reach full effectiveness – 12 months

Essential Character:	Essential skills:	Work ethic:
<ul style="list-style-type: none">• Self-led with initiative• Development Orientation• Personal Integrity• Team management Orientation• Results Orientation• Emotional Resourcefulness• Proactivity• Strategic Thinking• Assertiveness• Logical & Forward Thinking• Understanding Others• Flexibility towards others• Fun and interactive personality	<ul style="list-style-type: none">• Leadership• Planning and Organizing• Relationship building• Financial Management• Communication• Managing Meetings• Coaching & mentoring• Presentation skills• Influencing orientation• Problem-solving and decision-making• Writing• Tech savvy and present on social media	<ul style="list-style-type: none">• Commitment to vision• Concern for results and impact• Deep respect for diversity• Commitment to team work and participative planning approaches• Desire to make a difference through involved persuasion• Professional ethics and passion for developing others

SIGNATURE OF JOB HOLDER

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SIGNATURE OF SUPERVISOR

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