JOB TITLE: Business Development Manager
REPORT TO: Deputy Director
LOCATION: North Kingstown, RI

ABOUT EDESIA:

Edesia is a non-profit, social enterprise that manufactures revolutionary, ready-to-use, fortified peanut pastes like Plumpy’Nut, used to treat malnutrition in the world's most vulnerable populations. These “miracle packets” are shipped and distributed through UNICEF, the World Food Programme, USAID/USDA, and other humanitarian aid agencies. Since 2010 Edesia's dedicated team of 70 (hailing from over 21 countries) has produced and exported enough lifesaving food to reach over 4 million of the world's most malnourished children in 47 countries. In May 2016 Edesia more than doubled its production capacity after opening a new state-of-the-art factory and Innovation Center in Rhode Island, making it possible to reach more beneficiaries than ever before at home and abroad.

JOB SUMMARY:

The Business Development Manager is responsible for the strategy and implementation of Edesia’s business development plan and recruitment of new customers and partners. With the support and guidance of the Deputy Director and related departments, s/he will identify and secure new business opportunities related to commercial avenues in both domestic and international markets. Edesia’s existing product range consists of peanut/milk/soy-based fortified spreads; the range for new business can be expanded into various types of spreads and other products.

RESPONSIBILITIES AND DUTIES:

Domestic Business Development:

- Works closely with Deputy Director to:
  - Identify and prioritize market segments.
  - Create marketing strategy and yearly strategic business plans.
  - Assess opportunities and confirm that the type of work fits Edesia’s business model and risk profile.
  - Execute annual sales plan to support revenue and profit objectives.
- Identifies cutting-edge ideas by: researching industry and related events, publications, and announcements; maintaining personal networks; and participating in professional organizations and industry forums.
• Locates and proposes potential business deals by contacting potential partners; developing and presenting customized client presentations.
• Develops negotiating strategies and positions by studying integration of new venture with company strategies and operations; examining risks and potentials; estimating partners' needs and goals.
• Closes new business deals by coordinating requirements; developing and negotiating contracts; integrating contract requirements with business operations.
• Develops and maintains key commercial accounts.

International Business Development:
• Performs market research on target countries and regions.
• Establishes and grows company brand awareness to penetrate international markets with new or current products.
• Locates and proposes potential business deals by contacting potential partners; discovering and exploring opportunities related to commercial opportunities; developing and presenting customized client presentations.
• Identifies, establishes and maintains distributors/sales associates/brokers in target countries.

Relationship to Other Departments:
• Role will be responsible for vetting new customers/opportunities and transferring relevant connections to related departments (Nutrition and Customer Operations).
• Customer Operations will collaborate with this role in working with potential leads for new business based upon current customers and partners.
• Nutrition department will support this role in providing new product ideas, new target market ideas, information about feasibility and production capabilities. They will also provide support in vetting new customers from a technical and programmatic standpoint in relation to humanitarian/nutrition-focused products.

QUALIFICATIONS:
• 5-7 years of experience in Business Development, Sales or Client Relationship Management.
• Bachelor's Degree required in related field; Master's Degree preferred.
• Minimum of 2-3 years International Sales, preferred.
• Proven experience with strategic marketing planning.
• Organizational, communication (written & verbal) skills are required.
• High level of integrity in handling confidential information.
• Ability to travel up to 65% of the time is required, including international travel.
• Ability to pursue multiple opportunities simultaneously.
• Attention to detail and ability to work in a time-conscious and time-effective manner.
• Proven ability promoting outstanding customer service and client relations.
• Computer skills, including: Word, Excel, Power Point and ability to utilize off-site technology with limited IT support.
• Strong initiative, self-motivation, the willingness to work “hands-on.”
• Able to logically assess business needs and issues, support in evaluating root cause and evaluate alternative solutions.
• Spanish fluency strongly preferred.
• Experience working with nutritional products preferred.

WORKING CONDITIONS:

• General office environment; occasionally visits production area. High utilization of office equipment, phone, computer, fax, etc.

• Domestic/international travel may be required up to 65% of time.

The requirements described are representative of those that must be met to successfully perform the essential functions of this job. Reasonable accommodations may be made to enable individuals with disabilities to perform these essential functions.

TO APPLY: Interested candidates should send a cover letter and resume to jobs@edesianutrition.org.