

Position: Business Development Manager

Location: Accra, Ghana

Travel: 25%

Start Date: January 2021

Established in 2011, The Global Shea Alliance (GSA) is a nonprofit industry association based in Accra, Ghana. We currently have 560 members from 35 countries including food and cosmetic brands, suppliers, women's groups, and non-profit organizations.

Through public-private partnerships, the GSA promotes industry sustainability, quality practices and standards, and demand for shea in food and cosmetics. We implement the following activities:



Quality

- Quality trainings for women's groups on kernel collection, processing, and storage.
- Implementation of kernel quality standards in collaboration with members and national/regional standards bodies.
- Small business trainings including accounting, marketing, packaging and formulation workshops.



Promotion

- Annual international conferences in West Africa, Europe, and the United States.
- Annual African cosmetics brand exhibition.
- International policy analysis and advocacy to remove trade barriers.
- Research on shea benefits in food and cosmetics.
- African national association development.
- International consumer and industry media engagement.



Sustainability

- Implementation of multi-stakeholder guidelines for sustainable business practices.
- Large-scale development projects including warehouse construction, business development trainings, health and safety initiatives, parkland management, improved planting materials, and conservation pilot projects.

The GSA is hiring a full-time business development manager to support the growth of the GSA and the development of public-private partnerships.

Duties and Responsibilities

The business development manager will implement the following activities:

Service Provision

- Manage relationships with GSA member companies, non-profit organizations, and donors to understand needs and opportunities for service provision

- Develop technical proposals
- Supervise implementation of these services, including successful implementation, reporting, and communication in Ghana and in other West African countries
- Develop follow-up opportunities

Proposal Development

- Identify relevant funding opportunities for the GSA, whether as lead, or sub-implementing entity
- Write technical approach in partnership with members
- Submit funding proposals

Public-private Partnership Development

- Manage relationships with GSA member companies, non-profit organizations, and donors to understand needs and opportunities for participation in GSA-led public-private partnership projects
- Identify opportunities for public-private partnerships for GSA member companies, and follow-up on them

Qualifications

- Minimum of a bachelor's degree.
- Minimum of three years professional experience in international development, sustainable supply chains, and/or non-profit
- Experience in proposal development, fundraising, or partnership development
- Strong stakeholder management and interpersonal skills
- Strong organization and project management skills
- Ability to learn and quickly assimilate diverse technical information
- Passion and commitment for women's empowerment in Africa
- Positive, "can-do" attitude and no fear of failure
- Bilingual French / English

Other

The business development manager will report to the GSA development director.

To apply, please send your CV and cover letter to mveyrier@globalshea.com by November 20, 2020.