

Vacancy: Chief Business Development Officer



Ref: 2024-14

Comprehensive Community Based Rehabilitation in Tanzania (CCBRT) aims to be the preferred provider of accessible specialized health services in Africa. It serves - as a healthcare social enterprise and through development programmes - the community and the most vulnerable. CCBRT is Tanzania's largest local provider of disability and rehabilitation services. We prevent lifelong disabilities wherever possible and are therefore also engaged in extensive maternal and newborn healthcare (MNHC) activities, including obstetric fistula repairs. Our Maternity and Newborn Wing serves as a referral centre for high-risk and emergency deliveries in the region of Dar es Salaam and the Eastern Zone of Tanzania.

*We are seeking for an energetic **Chief Business Development Officer** who will lead ongoing business development initiatives while creating new opportunities and sustainable ways to support CCBRT's mission in providing specialized health services and programmes to the community and most vulnerable.*

The role

As the Chief Business Development Officer reporting to the CEO, you are accountable for the diversification and expansion of CCBRT's sustainable income portfolio. You work closely with your executive management colleagues to identify opportunities, develop plans, and coordinate resources to grow revenue.

You lead CCBRT's Business Development division, ensuring that existing partner relationships are maintained and strengthened while new revenue streams are identified, developed and potentially closed. You monitor industry trends, research new markets and analyze business performance, resulting in developing strategic business plans with the support of other departments. Together with your teams, you implement CCBRT's business development strategy, including all marketing and resource mobilisation initiatives and government relationships.

The candidate

- Master's degree in Business Administration or Healthcare Management is highly preferred.
- Bachelor's degree in Business, Economics or a related field is required.
- Extensive experience (10+ years) in business development, preferably in healthcare, non-profit, profit, or social enterprise sectors.
- Demonstrated success in revenue generation, strategic partnerships and expanding market presence.
- 5+ years experience in senior leadership roles, managing cross-functional teams, driving strategic initiatives and making high-level decisions.
- Proven track record in developing and implementing successful business strategies that lead to revenue growth and sustainability, with experience in negotiating and closing high-value deals or partnerships.
- Experience in market research, trend analysis, data and competitive analysis to inform business strategies.
- Strong background in building and managing relationships with key stakeholders, including partners, donors, government entities and clients.
- Leading marketing initiatives, e.g. branding, communications and public relations, is an added advantage.
- Strong analytical and problem-solving skills
- Excellent communication and negotiation skills, ability to articulate vision and influence stakeholders.
- Global perspective: experience working in international markets or with global organisations.

If you are interested, please submit your curriculum vitae with two references, and a 1-page cover letter telling us why you believe you are the right person for the role and why you want to work for CCBRT in particular. We encourage qualified Tanzanians, as well as people with disabilities to apply. Please send your application via email to: recruitment@ccbrt.org

Please indicate job reference number: 2024-14 | Deadline for applications: 14th September 2024