

Director – Business Development



Job Description

www.ennovent.com

The Director – Business Development is a senior professional who will be responsible for leading business development for Ennovent globally.

Organisation Profile

Ennovent is a venture catalyst that takes innovative businesses to unexplored low-income markets in developing countries. We offer customised venture projects to entrepreneurs, corporations, funders and NGOs that provide access to startup expertise, local capacity, diverse funding and global networks. Through fair partnerships, we share the risks and rewards of optimising sustainable impact and profits in low-income markets. Since 2008, Ennovent has catalysed over 250 ventures in 35 countries through 70 projects.

As an evolving for-profit enterprise Ennovent's core strength is our team – a talented and self-motivated group of professionals with strong backgrounds in fields such as investment management, international development, business operations, entrepreneurship and the environment. Ennovent's organisational culture is dynamic and entrepreneurial; we are highly responsive to new ideas and initiatives that could advance our organisational aspirations, while also fostering a positive impact on low-income markets in developing countries. We promote innovation, business ethics and professionalism in all our operations.

For further details about Ennovent: www.ennovent.com

Job Profile

Title	Director – Business Development
Job Objective	To lead business development globally ensuring sufficient revenues to secure Ennovent's financial viability
Position Type	Full-time, home based with travel
Compensation	A competitive fixed and variable compensation package commensurate with experience and the organisation's compensation structure
Location	Anywhere in India, preferably Delhi-NCR, Mumbai, Hyderabad, Chennai or Bangalore
Reporting Relationship	Founder and Managing Director – Ennovent

Position Description

The Director – Business Development will lead marketing, sales and fundraising at Ennovent. With the support of the Global team and Country Offices, the specific duties responsibilities of the Director – Business Development include, but are not limited to:

- Lead the design and implementation of short- and long-term business development strategies
- Build a robust network of funding sources to finance venture projects in Ennovent's focus countries
- Foster and coordinate relationships with stakeholders to generate leads and partnerships
- Lead and manage the conversion of sales and fund-raising leads with team members
- Supervise and guide marketing activities to support business development efforts
- Develop proposals, concept notes, budgets and other sales collateral for project conversion
- Represent Ennovent at key ecosystem events, meetings and sessions in the region
- Support the design and establishment of new market offerings in line with global strategies
- Identify and execute any other initiatives required to meet the role objective
- Contribute to the overall strategic and operational development of the Ennovent Group

Qualifications

The Director – Business Development is a senior professional with a business background focused on leading sales at Ennovent. They should possess:

- An advanced degree in business; master's level is preferred
- 10+ years of relevant professional experience with at least 3 years in a senior leadership role
- A strong network of funding partners and potential clients relevant for Ennovent
- Prior P/L ownership responsibility and management experience

- Significant experience raising startup grants and converting service contracts upwards of EUR 0.5mn
- Exceptional business development experience and high-impact networking abilities for large-scale contracts
- Finance expertise and knowledge to effectively navigate the investor space is desired
- Exceptional verbal and written communications abilities in English, with strong presentation skills
- An entrepreneurial mindset and the ability to work with independence, ambiguity and flexibility to ensure targets and outcomes are reached
- Experience and understanding of low-income market and entrepreneurship is preferred, with a commitment to Ennovent's mission and core values
- An extroverted personality that enables high-impact networking skills and instincts is an advantage.

Compensation

Ennovent offers a salary package in line with a structured compensation plan combined of both fixed and variable components. This will be a full-time home-based role in India on an employee contract. The Director - Business Development will primarily be required to travel within India; the position may require travel to other countries as needed.

To Apply

Please apply with detailed resume and cover letter expressing your interest in this position and relevant past experiences to **Suman Biswas** at career@ennovent.com