



Job Title: Business Development Team Leader

Organization: Watoto Childcare Ministries

Duty Station: Watoto Offices.

ORGANISATION BACKGROUND

Watoto is a family of people from all over the world who are working together to ensure that the forgotten have a place to belong. In a time of civil war, we planted Watoto Church in Kampala, Uganda to speak hope and life to the nation. As we work alongside the most vulnerable in our society, our aim is to rescue individuals and raise each one as a leader in their sphere of life so that, in turn they will rebuild the nation.

In all of this, Watoto remains a local church, committed to celebrating Christ and caring for community.

Watoto Neighborhood is seeking to recruit a **Business Development Team Leader** to ensure organizational effectiveness by providing leadership, as well as contributing to the development and implementation of organizational strategies, policies and practices.

KEY DUTIES AND RESPONSIBILITIES (BUT NOT LIMITED TO);

- To develop business plans and strategies in consultation with neighbourhood leadership to align with forecast and make critical business decisions.
- To oversee the development and management of business infrastructure, systems and carry the responsibility of sourcing, procuring, acquisition and maintenance of machinery.
- To supervise and coach business teams on a weekly basis and directly be responsible for marketing, sales and customer care.
- To explore new opportunities in current and potential markets and mitigate competitive threats.
- To anticipate and meet customer needs through product innovation and utilization of emerging trends and contribute to the development and continuous improvement of NHD products and services.
- To participate in budgeting, making daily financial decisions in adherence to approved budgets and participate in strategy review, strategy development and effective operations.
- To network with likeminded establishments and tap into viable business opportunities.
- To ensure that all businesses are run in full compliance with all national and international laws and regulations that pertain to them.

- To ensure the upholding of professional standards, accepted business practices, internal standards and ethical practices.
- To collaborate with the NHD leadership to ensure that the Business team is aware of compliance regulations and issues arising

QUALIFICATIONS, SKILLS AND EXPERIENCE

- The applicant for the role should have a minimum of a degree in Business Administration and or its equivalent.
- The ideal candidate should have at least 3 years working experience running a local profitable business.
- Demonstrated understanding and interest in business development, market research and proposal writing.
- Excellent written and verbal communication skills, including presentation and interpersonal communication such as networking and negotiations.
- Result driven, detail-oriented with ability to multitask and lead teams to achieve results.

HOW TO APPLY:

All suitably qualified and interested candidates should send one merged PDF with a cover letter, academic documents and CV (not more than 6 pages, less than 20MB) a cell recommendation letter endorsed by a Pastor to careers@watotochurch.com (Subject Line: Business Development Team Leader - First Name, Last Name) not later than 3th March 2019.

ONLY SUCCESSFUL APPLICANTS WILL BE SHORTLISTED AND CONTACTED FOR INTERVIEWS