

Vacancy: Chief Business Development Officer



Ref: 2023-34

Comprehensive Community Based Rehabilitation in Tanzania (CCBRT) aims to be the preferred provider of accessible specialized health services in Africa and serves - as 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 in the country. We're committed to empower people with disabilities and their families, improving their quality of life, and ensuring access to medical and rehabilitative treatment. 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 looking for an energetic **Chief Business Development Officer** who leads 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 Chief Business Development Officer, you are accountable for the diversification and expansion of CCBRT's sustainable portfolio of income. You work closely together with your colleagues of the executive management to identify opportunities, develop plans and coordinate resources in order 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 the development of strategic business plans with support of other departments. Together with your teams, you implement CCBRT's business development strategy, which also includes all marketing and resource mobilisation initiatives as well as government relationships. You report to the CEO.

The candidate

- Master degree in related discipline. (e.g. business development, business administration, innovation and health management). An MBA or MPH is an added advantage.
- 7 to 10 years experience in business analysis, innovation and business development.
- Understanding the Tanzanian health sector and preferably working experience in the Tanzanian Health System.
- Has proven experience in strategy development, profitability analysis, concept development and stakeholder engagement
- Experience in successfully implementing projects with high (financial) risk/uncertainty
- An excellent communicator with strong interpersonal skills and proven networking skills.
- A person with drive and is a motivator to others
- Innovator: out-of-the-box concepts
- Entrepreneur: risk-taker and result-driven.

If you are interested, please submit your curriculum vitae with 2 references and a maximum 1-page covering 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@ccbirt.org

Please indicate job reference number: 2023-34 | Deadline for applications: 3rd November 2023