



Business Development Manager – International Development Sector

Mobile Accord is one of the world's leading mobile solutions companies. Headquartered in Denver, CO, Mobile Accord operates mobile services in North America, Central Asia, and Africa connecting billions of people to multi-national corporations, aid organizations, and governments through their mobile phone with its GeoPoll services.

GeoPoll is a mobile polling platform that empowers organizations to conduct surveys through the mobile phone. GeoPoll is deployed in countries in Africa and Central Asia. The service gives organizations access to GeoPoll's proprietary user database which allows organizations to survey millions of people targeted by location and demographics. GeoPoll allows close to real time surveying, at no cost to the survey respondent, providing organizations the information they need, when they need it.

Mobile Accord is changing the world. We seek smart, dedicated, and passionate individuals to join our team, and help us improve the lives of citizens around the world through the mobile phone.

As a Business Development Manager, you will support partnership strategy and implementation of GeoPoll's international development (social sector) growth into new markets. You will be part of a team that is passionately committed to expanding to our base of international development clients such as USAID, DFID, MCC, World Bank, and the United Nations.

In this role you will identify business/sales opportunities and lead partnerships from inception through full execution in support of our Business Development team located in Washington, DC. You will expand and cultivate relationships with a wide variety of partners, developing teaming strategies and approaches and negotiating technical roles and budgets. You enjoy working in the fast-paced environment of proposal development ranging from writing concept notes and drafting corporate capabilities statements to developing detailed budgets and cost estimates. Additionally, you excel in a team-oriented environment that includes working on projects in parallel, and a flexibility to work on special projects when needed. You are a self-starter who is excited to work in a start-up environment.

Responsibilities

- Identify international development procurement opportunities (contracts and grants) and manage teaming discussions with for-profit and non-profit organizations
- Identify partnerships and manage opportunities with other USG-funded clients, multilaterals, foundations, and universities
- Actively reach out to targeted clients to sell, upsell and maintain positive long-term relationships
- Prepare and submit proposals, pricing and service agreements for social sector clients, including conducting analysis for compliance and procurement considerations
- Develop PowerPoint presentations, marketing materials, and success stories
- Support the Business Development team's financial projections and budgeting processes

Qualifications

- BA/BS degree in Business, International Relations, or related field
- 4 years of experience on a business development team supporting international development clients, including USAID and US government contracting
- Excellent organizational and communication skills
- In-depth experience using Microsoft Office products that include MS Word, PowerPoint and Excel

Preferred Qualifications

- MA/MS degree in Business, International Relations, or related field
- Understanding of compliance, cost, and procurement issues
- Familiarity in developing countries, particularly Africa, Asia and the Middle East

About GeoPoll and Mobile Accord

GeoPoll is the world's largest real-time mobile survey platform, reaching a growing network of more than 320 million users in 30 countries worldwide on a deeply granular level and at unprecedented scale. Through partnerships with telecom providers and a multimodal platform powered by text, voice and web-based communications, GeoPoll enables companies and organizations to gather quick, accurate and in-depth insights on anything from consumer preferences to election transparency and access to basic government services. GeoPoll is powered by U.S. small business Mobile Accord, the creators of the mGive mobile donation platform and experts in powering mobile insights across the globe.

To apply please email a cover letter and resume to jobs@geopoll.com with the job title in the subject line.