



Job Title: Business Development Officer

Location: GLOFORD Global Office, Lira City, Uganda

Organization: GLOFORD Uganda and GLOFORD Institute of Innovation

Application Deadline: 22nd November 2024

About Us:

GLOFORD Uganda and GLOFORD Institute of Innovation are dedicated to driving social impact and economic empowerment through business development and social impact entrepreneurship. Our focus areas include wealth-from-waste entrepreneurship engineering, microfinancing for micro and small businesses, agribusiness, and ICT4D, with an emphasis on growing GLOFORD's own ventures and supporting women and youth entrepreneurs in Uganda. We aim to empower communities through innovation, sustainable business growth, and inclusive development.

Job Summary:

We are seeking a proactive and results-oriented Business Development Officer to lead and expand GLOFORD's business initiatives while promoting social entrepreneurship among women and youth in the community and in Lira, Soroti and Gulu cities in Uganda. This role will focus on identifying business opportunities, fostering strategic partnerships, and providing support to women and youth entrepreneurs, ensuring growth and sustainability for both GLOFORD and its community partners.

Key Responsibilities:

- Conduct market research to identify growth opportunities for GLOFORD's business initiatives and community entrepreneurship projects, with a focus on social impact and sustainability.
- Develop and implement business development strategies that drive revenue growth and foster the development of women- and youth-led businesses.
- Build and maintain relationships with clients, stakeholders, and partners, particularly those supporting women and youth entrepreneurship.



- Collaborate with community-based entrepreneurs, providing mentorship, training, and resources to help women and youth establish and scale their businesses.
- Prepare and deliver business proposals, presentations, and pitches to attract new partners, clients, and funding sources.
- Design and implement innovative projects focused on wealth from waste and agribusiness, clean energy solutions integrating ICT4D solutions for scalable impact.
- Monitor social and business trends to refine strategies for maximizing social impact and income-generating activities within GLOFORD and the communities it serves.
- Support the development of funding proposals and grant applications to secure resources for entrepreneurship programs and business development initiatives.
- Represent GLOFORD at networking events, conferences, and community outreach initiatives to showcase our commitment to economic empowerment and social entrepreneurship.

Qualification requirements:

- Bachelor's degree in Business Administration, Social Entrepreneurship, Marketing, or a related field. A Master's degree is an added advantage.
- Proven experience in business development, social impact entrepreneurship, or related roles, preferably within the private sector, NGO or development sector.
- Strong understanding of social entrepreneurship principles, with experience supporting small business growth, especially for women and youth.
- Excellent interpersonal skills, with the ability to engage and inspire community-based entrepreneurs and build productive partnerships.
- Proficiency in business planning, negotiation, and presentation.
- Ability to work independently and as part of a collaborative team.
- Proficiency in English; knowledge of local languages is a plus.
- Familiarity with ICT4D, agribusiness, and sustainable development issues in Uganda is desirable.



Why Join Us?

- Be part of a purpose-driven team committed to sustainable economic empowerment and social change.
- Opportunity for professional growth and skill development within a forward-thinking organization.
- Contribute to impactful projects that support the business success of GLOFORD and the entrepreneurial ambitions of women and youth.

How to Apply:

Interested candidates should submit their CV, a cover letter and academic credentials outlining their qualifications and experience to glofordjobs@gmail.com by 22nd November 2024. Please include "**Business Development Officer Application**" in the subject line.

GLOFORD Uganda and GLOFORD Institute of Innovation are equal opportunity employers. We celebrate diversity and are committed to creating an inclusive environment for all employees.