



Position Name:

Business Development Senior Manager

Who we are:

MSA is a socially-driven global consulting firm. We provide innovative solutions for the private sector, government and civil society to improve, measure, and communicate the economic and social impacts of their investments. We believe market dynamics have a strong impact on how people live their lives. Our vision is to improve economic systems in order to reduce poverty. We recognize complexity and as such, use a systems approach to design solutions that work within dynamic environments.

We take a bespoke approach to every engagement, developing tailored and contextually rooted services for clients across our core service areas:

- RESEARCH – Market and Applied Research
- PERFORM – Strategic and Adaptive Management
- MEASURE – Results Measurement and Evaluation
- EMPOWER – Inclusive Business and Economic Empowerment.

Since 2009 we have worked with a wide variety of clients and partners in dozens of countries across six continents.

MSA 's VALUES

EXCELLENCE

We believe in what we do – it's why we're here. Our work reflects our passion.

DISRUPTION

We're here to do development differently – more empowering, more systemic, with more proof.

HUMILITY

We see self-awareness as a prerequisite to learning. We embrace our mistakes as means to improvement.

HUSTLE

Good things don't come to those who wait. We drive networking and new business the same way we drive innovation – restlessly.

COLLABORATION

We're better together, drawing on each other's viewpoints and experiences to deliver for clients. Working in teams is core to our identity.

CELEBRATION

We work hard and life gets hectic – we take time to celebrate and enjoy it. Otherwise, what's the point?

Our work:

At MSA, our staff build results measurement systems for development programs, social enterprises and impact investors; research power dynamics and their influence on market behaviors; train client staff to think more systemically about the problems they seek to address; pitch MSA's services to new potential clients; write thought pieces; and brainstorm new approaches to old problems. Regardless of task, our focus on disrupting the status quo demands critical engagement.

Who we want:

We are looking for a driven professional with strong business development experience in the international development industry to join the team, preferably in the Denver, Colorado or Washington, DC office. We want sharp candidates who also have a desire to continuously expand their knowledge base and continue propelling MSA forward to remain at the leading edge of our field. The position will report directly to a Principal.

MSA is growing – this opportunity offers significant opportunity for the successful candidate to grow with us, assuming progressively greater responsibility with MSA.

We are looking for someone who finds fulfillment in:

- Helping to build a brand** – working with the team to translate company vision, mission and strategy into product lines, communications products and a cohesive story that demonstrates our company culture and identity
- Making business deals** – hustling to find better business and closing on deals
- Pitching company value to clients** – leading our team in demonstrating MSA's ability to take on new work
- Managing teams to win new work** – coordinating technical inputs across the team to submit convincing proposals
- Being a networking extraordinaire** – working closely with the team to expand MSA's professional network
- Tracking wins, losses and cost effectiveness** – use MSA's systems (or develop new and better ones) to document progress on new work
- Managing relationships with key players in the development space** – manage the development of partnerships with partner prime contractors and sub-contractors (e.g., securing non-disclosure and teaming agreements)
- Recruiting new team players** – overseeing the identification and recruitment of candidates for bids
- Completing high quality work** – we believe in what we do. Our work and productivity reflect our passion. We want another team member to believe the same!

- **Finding ways to do work differently and better** – we’re here to do development differently – more empowering, more systemic, with more proof. We pride ourselves on being able to develop new approaches to old problems. We are a learning organization, continuously pushing the frontiers within our field together with our clients, while being strongly rooted in a community of practice, both locally and internationally. We want our business development lead to feel comfortable thinking outside the box and pushing the boundaries of what seems possible for a small company.
- **Working in a rapidly expanding company** – our company is small, but we are growing rapidly. If you enjoy fast pace working environments and strategizing how to take a company to the next level, we are a good fit. If you are looking for a place to work with the same daily checklist and regular work, this is not the position for you.

Requirements:

- Seven to ten plus years of experience working on new business development, including managing technical proposal and budget development
- Familiarity with USAID proposal development processes
- Expansive business/professional network
- Strong skills in negotiating partnerships and pitching services
- Excellent interpersonal skills
- Oral and written fluency in other languages (e.g., French, Spanish, Portuguese, Arabic) would be an advantage
- Ideally experience with other donors (particularly DFID)

Other Information:

This is a salaried, full-time position reporting to a Principal Consultant, with a strong preference for someone based in Denver, Colorado or Washington DC (but we’re always flexible for the right person).

Application Details:

Deadline to apply is September 25, 2017. To apply, please send your current CV to opportunities@marketshareassociates.com, indicating the position title “Business Development Senior Manager” in the subject line. Please also include a cover letter (maximum one page) answering the following questions:

- 1) How is this position a fit for you?
- 2) List the five things, in order of impact, that you would bring to MarketShare Associates to take us to the next level.
- 3) Which of our values most resonates with you, and why?
- 4) What are 4 words your friends would use to describe you?