JOB ANNOUNCEMENT
CARE International in Myanmar

Date: 21st February 2020

CARE International is one of the world’s largest independent development and humanitarian organizations dedicated to ending poverty and injustice. CARE’s vision is a world of hope, tolerance and social injustice, where poverty has been overcome and all people live in dignity and security. Since 1995, CARE International in Myanmar (CARE Myanmar) has worked in partnership with remote, rural, conflict-affected and urban communities, government and non-government actors to reach those affected by humanitarian crisis and living in extreme vulnerabilities through a non-religious and non-partisan approach.

Putting women and girls at the centre of our work, whilst equally focusing on engaging men and boys, CARE Myanmar’s 15-year Long-Term Programs focus on achieving lasting change for women and girls in urban areas; and women and girls in remote, rural and conflict-affected areas. CARE International Myanmar is currently working with around 200 staff currently operating from 8 field offices across Myanmar, supported by our main office in Yangon.

The Western States Agribusiness Project (WSAP) goal is to increase the food security and economic status of rural households in an environmentally sustainable manner in southern Chin state. Its objective is to increase the incomes of rural households through improved production technologies and market linkages in a climate resilient manner. Its scaling up objective is to create optimal models of land ownership and profitable farming systems that are adapted to climate change and strengthen the resilience of landless, ethnic groups and vulnerable households across the hilly/mountainous areas of Myanmar.

CARE International in Myanmar is looking for a suitable candidate for the following position:

Manager-Business Development (1) Position _ National
Basic Salary + 13th Month Salary + 14th Month Salary + other Benefits

Grade: E
Duty station: Mindat and Kan Pet Let
Supervisor: Senior Manager – Project Coordination

Notes: Due to the urgency of this recruitment, applications will be considered on a rolling basis and the position is subject to be filled during the advertisement period.

Purpose of the Role
The Manager - Business Development (M-BD) is responsible for the design and delivery of engagement models with private and public businesses. The M-BD is expected to work in collaboration with local Knowledge Centres (KCs), government departments, private sector actors and local farmers to support
the development of business models to promote improvements in the agricultural value chain and promote the social and economic status of rural households in a climate resilient manner in southern Chin state.

This position is a strategic role with technical expertise in Private Sector Development, trade facilitation and business development.

The M-BD, is required to contribute their knowledge and experience to partnerships with public and private sector to support the success of market-based programming.

**MAIN RESPONSIBILITIES**

**BUSINESS DEVELOPMENT**

- Explore new opportunities for engagement with private and public sector organisations at the national and state levels.
- Manage activities to develop inclusive business models through private and public sector partners;
- Contribute to the development of the shared value and inclusive business community of practice in a climate resilient manner;
- Lead ongoing relationships with private and public sector organisations at national and state levels to maximise impact on the project;
- Support senior management, to ensure that due diligence is undertaken to assess partners and potential partners;
- Present and develop private sector engagement opportunities to stakeholders;
- Liaise with the team members to explore potential for expansion of national and state country level relationships to global and regional levels;
- Support and assist with monitoring and result measurement activities and other project activities;
- Maintain regular communication and consultation with key project partners and government to share and update on activities; and
- Keep informed of key trends and best practice related to the project priorities.

**PARTNERSHIP, ADVOCACY AND REPRESENTATION**

- Support a ‘partner-led’ approach is applied in project implementation, and support the selection of partners for new projects;
- Develop, liaise and maintain effective relationships with relevant internal and external stakeholders; and
- Represent the project team and partners in all relevant forums, conferences, networking events at national and local levels as required.

**COMMON ACCOUNTABILITIES FOR CARE MYANMAR STAFF:**

- To proactively participate in the APPA process including the annual appraisal, midyear review and regular 1:1 meetings, ensuring that the APPA process (including the paperwork) is an integral component of Annual Work Plans and activities as ways of improving performance and outcomes;
- Engage in emergency preparedness, assist in any emergency response as required;
- Promote a safe and secure work environment; foster a culture of safety and security awareness and ensure compliance with the safety and security policies, procedures;
- Demonstrate an ongoing commitment to Gender Equality, Diversity, Child Protection and Prevention from Sexual harassment, Exploitation and Abuse; and
• Comply with CARE Myanmar’s financial and operational requirements, foster strong communication between operations and program teams and uphold high standards of honesty and integrity in personal conduct.

EXPERIENCE AND QUALIFICATIONS:
• Minimum Bachelors’ degree in Business, Economics, Agricultural economics, or equivalent, or related technical expertise; An MBA degree will be preferred.
• Minimum 5 years’ experience in business development, finance, marketing, sales and/or private or public sector engagement;
• Experience in working for coffee, tea and elephant foot yam production is an added advantage;
• Proven skills in representing and developing networks and relationships with key stakeholders;
• Ability to write clear and well-argued business cases and project reports for both internal and external stakeholders;
• Good understanding of ‘value chains’, ‘making markets work for the poor (M4P) framework’ or similar approach is desirable;
• Demonstrated intermediate level organisational and time management skills, including the ability to plan and manage workflows and balance competing priorities to ensure timely processing to meet deadlines in a complex environment;
• Demonstrated good leadership, decision making, conflict resolution, analytical and influencing skills;
• Minimum intermediate (very good) communication skills in English and excellent in Myanmar; and
• Minimum, intermediate (very good) understanding of desktop-based programs, including word processing packages and power point.

To apply for this rewarding position please send a cover letter stating against the selection criteria maximum 2 sentences for each selection criteria, along with a current C.V., with a minimum of two professional references, one of which must be from the most recent line manager and copies of testimonials to the address below not later than 6th March 2020. Only successful candidate will be contacted for interview.

Human Resources Department
CARE International in Myanmar
No. 3, Mya Sabai Street, Parami Yeikthar,
Yankin Township, Yangon, Myanmar.
Email: MMR.Recruitment1@careint.org

CARE is an equal opportunity employer committed to a diverse workforce. Women, ethnic minorities and people with disabilities are strongly encouraged to apply.

CARE is committed to Child Protection and Protection from Sexual Exploitation and Abuse, applicants are advised that appointment will be subject to appropriate background checks and screening.

Note:
- Application will not be successful if applied position is not mentioned correctly.
- For internal candidates: Applicants should inform the respective line managers at the time of application.