

# African Business Association, Yorkshire

<https://abfb.co.uk/job/business-development/>

## Business Development

### Description

We are seeking a proactive and results-driven volunteer to join our team as a Business Development volunteer. In this role, you will play a crucial part in expanding our organization's reach, fostering partnerships, and driving growth. Your efforts will directly contribute to the sustainability and success of our initiatives.

### Responsibilities

1. Research and identify potential business opportunities, partnerships, and collaborations aligned with our organization's mission and goals.
2. Reach out to prospective partners, sponsors, and stakeholders to initiate and nurture relationships.
3. Assist in the development and implementation of business development strategies and plans.
4. Conduct market research and analysis to identify trends, competitive landscapes, and potential target markets.
5. Prepare and deliver compelling presentations and proposals to potential partners and sponsors.
6. Coordinate meetings, follow-ups, and negotiations with potential business partners.
7. Collaborate with the marketing team to develop marketing materials and campaigns to support business development efforts.
8. Stay updated on industry trends, market developments, and emerging opportunities relevant to our organization.
9. Track and analyze business development activities, preparing reports and recommendations for improvement.
10. Collaborate with cross-functional teams to gather insights, share information, and align business development efforts with organizational objectives.

### Qualifications

1. Previous experience in business development, sales, or a related field is preferred but not mandatory.
2. Excellent communication and interpersonal skills, with the ability to build rapport and negotiate effectively.
3. Strong research and analytical skills to identify potential opportunities and assess market dynamics.
4. Self-motivated and proactive approach with the ability to work independently and take initiative.
5. Ability to think strategically, identify trends, and propose innovative solutions.
6. Excellent presentation skills, with the ability to deliver impactful and persuasive pitches.
7. Familiarity with business development strategies and techniques.
8. Proficiency in using business productivity tools, CRM software, and market research platforms.
9. Passion for our organization's mission and a desire to make a positive impact through business growth.
10. Flexibility to adapt to changing business needs and priorities.

### Hiring organization

African Business Association,  
Yorkshire

### Employment Type

Volunteer

### Date posted

7 December 2023

### Application Deadline

29.02.2024

**Job Benefits**

Join us as a Business Development volunteer and contribute to the expansion and sustainability of our organization. Your expertise and dedication will help us forge new partnerships, seize opportunities, and drive our mission forward.