

Job Profile: Senior Manager – Strategy and Business Development

Key Information:

- *Start date: latest by June 2024, ideally earlier*
- *Location: Berlin or fully remote, with presence in Berlin required for short periods several times a year.*
- *Full time (preferred) or part time with a minimum of 80%*
- *Application deadline: none; rolling process*
- *How to apply: Send your CV and cover letter to jobs@toladata.com*

About us:

TolaData (www.toladata.com) is a social tech company that provides a web-based Software as a Service (SaaS) product developed for the not-for-profit, international cooperation and social impact sectors to support program management, monitoring & evaluation (M&E) and impact reporting. We provide an intuitive software solution to increase transparency and make it easier for organisations to create positive impact with their programs.

We are an established and recognised brand in the sector with over 110 clients around the world and across all continents. Our clients include INGOs, donors, government bodies, foundations, social enterprises, alliances, educational institutions, local and community organisations, research bodies, and more.

We have 9 staff members in our main office in Berlin, 6 based in Kenya, as well as others in Jordan, Guatemala, United Kingdom, and Ireland. We are a close team that values our fantastic work environment and supportive team culture. We are passionate about delivering great services for our clients around the world while we support their development, humanitarian, and other impact-driven programs.

The role:

We are looking for a Senior Manager whose remit will be to drive TolaData's growth plans through business development, sales and partnerships development at a sectoral, regional, and global scale, while also playing a key role in strategic product development decision processes. The role requires a strong understanding and real experience in securing business opportunities in the field of digital development and tech for good.

Profile:

We are looking for someone who:

- Is motivated to join a value-driven, social enterprise with an innovative approach to how digital solutions can service nonprofit and social impact programs around the world.
- Has a thorough understanding of the social-impact and international development sectors, preferably with strong exposure to the field of digitization in Monitoring, Evaluation, and Learning (MEL) and impact measurement.
- Has experience in driving business development and sales in the international development context, especially with regards to the establishment of partnerships

around mid- to large-scale development programmes, typically funded by international and bilateral donor organizations.

- Has in-depth knowledge and experience in developing partnerships and business opportunities with large-scale donors (e.g. USAID, GIZ, FCDO) as well as international NGOs and philanthropic foundations.
- Has been involved (ideally in leading positions) in the implementation of digital projects in the international development sector.
- Understands and values new ways of working and company cultures that are built on trust, non-hierarchical approaches, and put people first.
- Is able to communicate, write, and present comfortably in English; German is desirable but not essential. Other languages are a plus.
- Has a minimum of 7 years of experience in the fields mentioned above.

Leadership skills and style

- Values driven, transformational leader, leading with empathy and open mind.
- Ability to think strategically and act operationally.
- Trust in team members and “team first” attitude.
- Effective communicator who inspires cooperation and participation.
- Sensitivity for cross-cultural communication.

Additional experience and skills that are nice to have

- Start-up experience.
- Product development skills.
- Coding or data science skills.
- Project and/or portfolio management.

Our offer

- Be part of making a value driven product a success
- Be part of an international team
- Flat hierarchies in a small team with a great working environment and company culture
- Competitive compensation models and 30 vacation days annually (full-time position)

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