

Job Vacancies Announcement for Immediate Release

Number of Positions: 5 (in three counties)

Job Title: District level Business Development officers, County Wide Sanitation Activity

Based in **Lofa (2), Grand Bassa (2), and Rural Monsterrado (1) counties.**

Reports to: **County-level Business Development Advisors**

*Contingent upon funding

Who we are:

Gusceman Business Development and Support Services is a Liberian-owned non-profit corporation, that is specialized in providing business development and support services to Liberian businesses, national and international. Gusceman focuses on business development, institutional support services, and capacity building. Our team has a combined experience across sectors, ranging from business development, financial management, Agriculture, construction & engineering, logistics and fleet management, project and program management, capacity building, and training and information technology (ICT). Our multi-sectorial knowledge and skills certainly provide solutions and technical skills for all new projects we undertake.

Gusceman is a consortium member of the USAID Countywide Sanitation Activity project with PSI being the prime of the Consortium. The project covers five counties (Bassa, Bong, Lofa, Nimba, and Rural Montserrado) and is expected to last for five years. To ensure timely and effective implementation for greater results, Gusceman is responsible for identifying SMEs and CBEs and building their capacities in business development for suitability and sustainability. Gusceman also identifies business partners in the five counties that will support the supply chain of toilet products to SMEs as wholesalers through to the end users.

In the third year, which begin October 1, 2024, we are looking for 5 qualified District-Level Business Development Officers to join our team in the three counties to fast-track our portfolio and productivity.

District-level Business Development Officers

District Business Development Officers typically work with SMEs across the Districts to manage business development initiatives that promote the longevity of SMEs. Work closely with upper management and members of the business development team to follow up with leads and determine new SMEs. The job is to communicate with potential SMEs, mentor, and coach them

on new business development or sales professionals, and monitor market trends for inspiration. They may also review financial statements to determine areas for the SMEs to save money or expand operations.

District Business Development Officer skills and qualifications

A successful candidate for the District Level Business Development Officer's role needs to have a strong skill set to handle their required job duties. Some of their most important skills and qualifications include:

- a. strong knowledge and experience interpreting SME establishment and improvement.
- b. ability to effectively research new markets.
- c. collaborate with SMEs, develop work plans, and implement tracking on Business Development, Organizational development, and marketing.
- d. develop and roll out mentoring and coaching plans for the SMEs-on-SMEs sustainability.
- e. excellent writing and ability to conduct training and communication skills.
- f. analytical and detail-oriented
- g. strong negotiation skills
- h. advanced time management and organizational skills
- i. Decision-making and leadership skills

District Development Officer education and training requirements

In general, the District Business Development Officer should have a bachelor's degree in marketing, business administration, accounting, finance, public health or another related field.

Excellent Insight skills across all the capabilities. Previous knowledge in sanitation marketing is a plus.

Increasingly, excellent use of a range of digital analytical tools is required, as well as the ability to produce and deliver high-quality reports and presentations will be preferred.

Candidates with previous experience working with SMEs or the sanitation sector will be an added advantage.

Note: Please mention the position and the preferred county of Assignment in your submission email as applicable and in the subject of the email. Please include three references from previous areas of work providing all information relating to them (email, contact, address, position, and relationship). The references should be someone who has supervised or is supervising your daily tasks. You must include in your application curriculum vitae not more than three pages, a cover letter, and academic documents.

A successful candidate must have a driving license, experienced motorbike driver, and is able to travel to more remote areas of the selected county. He/she should be a team player, and able to work under stress to produce results. If you are the candidate we are looking for, send us your application via email only.

Attention: The Human Resources
Gusceman Business Development and Support Services
Omega, Wehnzon Community, Paynesville, Montserrado County,
Liberia

Email To: mroberts@gusceman.com and copy guscemaninc@gmail.com

Deadline for submission: **September 13, 2024 @5pm GMT.**