



# A water-secure world!



## SENIOR MANAGER - BUSINESS DEVELOPMENT

The International Water Management Institute (IWMI) focuses on the sustainable use of water and land resources in developing countries. The Institute works through collaborative research with many partners in the North and South, and targets policymakers, development agencies, individual farmers and private sector organizations to provide evidence based solutions to sustainably manage water and land resources for food security, livelihoods and the environment. IWMI depends on a high-performing business development team to bring opportunities for its scientists to make a difference in the world, by sourcing and screening funding opportunities to help the Institute grow and sustain its funding base, and allow it to produce positive outcomes.

IWMI is looking for an individual with excellent interpersonal, relationship building and communication skills to spearhead the Business Development activities under the leadership of the Partnership and Knowledge Management Division. The Senior Manager – Business Development will be responsible for managing donor relations and donor intelligence, managing the project proposal pipeline and providing support to the proposal development process. Reporting to the Director, Partnerships and Knowledge Management, you will work in close coordination with several departments and teams at IWMI, including the research teams, finance department and the communications team. The position will be based at the Institute's headquarters in Colombo, Sri Lanka.

Candidates with a relevant Master's degree, a minimum of 5-7 years of demonstrated experience in resource mobilization with various donors and organizations, including non-traditional donors; strong strategic, implementation and project management skills; superior proposal writing skills; and extensive experience working at an international level with a variety of international funding agencies are encouraged to apply.

For a detailed job description and to apply, visit [www.iwmi.org/jobs](http://www.iwmi.org/jobs). Your application must include a copy of your curriculum vitae, cover letter which addresses IWMI's requirements stated above, and contact information of three professional referees who may be contacted if you are short-listed for the position. Applications must be submitted by 17:00 hours (Indian Standard Time) on September 09, 2016.

This is an internationally recruited position with a competitive salary and benefits package, which includes a housing allowance, transport, education, shipping assistance, annual home leave, retirement and health insurance package.

The International Water Management Institute ([www.iwmi.org](http://www.iwmi.org)) is an international, non-profit, scientific research organization dedicated to providing evidence-based solutions to sustainably manage water and land resources for food security, people's livelihoods and the environment. IWMI is a member of CGIAR, a global research partnership for a food-secure future.

IWMI is an equal opportunity employer and emphasizes the importance of regional and gender diversity in identifying candidates for this position and its staff more generally.

