

Designation	Associate Director – Central Business Development
Location	New Delhi, India
Reporting to	Chief Strategy & Diversification Officer
How to Apply	Candidates interested in the position are requested to email their updated CV on <a href="mailto:careers@ipeglobal.com">careers@ipeglobal.com</a> along with name of the position clearly mentioned in the subject line.
About IPE Global	<p><b>IPE Global Limited</b> is an international development consulting group providing expert technical assistance and solutions for equitable development and sustainable growth in developing countries. The group’s areas of expertise includes Health, Nutrition and WASH, Urban and Infrastructure Development, Education and Skills Development, Private Sector Development, Environment and Climate Change, Social and Economic Empowerment, Governance, Grant and Fund Management, Monitoring, Evaluation and Learning, and Information Technology &amp; e-Governance.</p> <ul style="list-style-type: none"> <li>• We are ISO 9001:2015 certified, CMMI® Level 3 and ISO 27001:2013 certified company.</li> <li>• Over last 18 years, we have successfully implemented over 700 projects in over 100 countries.</li> <li>• We have over 800 full time professional staff and over 1000 empanelled consultants working on various projects across the globe.</li> <li>• We partner with multilateral &amp; bilateral agencies including ADB, USAID, DFID, World Bank, DANIDA, KfW, EU, etc.; governments; private sector; and philanthropic organisation like BMGF, MasterCard Foundation, etc.</li> </ul> <p>We have subsidiaries and offices in UK (IPE Triple Line), Kenya, Ethiopia, India, Bangladesh, Myanmar and Philippines.</p> <p>For more details, please visit <a href="http://www.ipeglobal.com">www.ipeglobal.com</a> ; <a href="http://www.ipeafrica.com">www.ipeafrica.com</a> ; <a href="http://www.tripleline.com">www.tripleline.com</a></p>
Job Description	<p>IPE Global seeks an experienced professional to serve as Associate Director – Central Business Development for IPE Global New Delhi Office. He/she will have overall responsibility for developing business and supervising the implementation of IPE Global social sector projects in South East Asia, Central Asia &amp; the Pacific in line with IPE Global’s project management protocols.</p> <p><b>Key Responsibilities Areas:</b></p> <ul style="list-style-type: none"> <li>▪ Steer IPE Global’s Social Sector portfolio in South East Asia, Central Asia &amp; the Pacific with support from our offices in Philippines and Myanmar.</li> <li>▪ Build partnerships with funding agencies, governments, private sector and research institutions.</li> <li>▪ Contribute to overall South East Asia Strategy; prepare focussed country strategies and business plans in close coordination with the Senior Management.</li> <li>▪ Provide business development and project management support to IPE Global’s other offices in Africa and the UK, also help me project execution wherever required.</li> <li>▪ Achieve business and P&amp;L targets set jointly with the management.</li> <li>▪ Gather early intelligence and lead and manage proposal development process</li> <li>▪ Ensure quality and timely delivery on existing and new projects.</li> <li>▪ Keep clients updated on project developments, achievements and other initiatives.</li> <li>▪ Provide thought leadership for Social Sector within IPE Group and to external audiences and work in close coordination with HQ and other offices.</li> </ul>

Qualification & Experience	<ul style="list-style-type: none"> <li>▪ Advanced Degree in Management/Public Health/Development Studies/Education/Social Sciences/Economics or related area from a institute of global repute</li> <li>▪ 10 - 15 years of experience across consulting and strategic business management in the social sector.</li> <li>▪ Minimum 5 years of experience of leading Business Development and project management function in consulting set-up</li> <li>▪ Minimum 3 years of experience as a P&amp;L management</li> <li>▪ Strong experience of working with donors like ADB, World Bank, DFID, USAID etc.</li> <li>▪ Experience of working in a multi-sectoral environment would be preferred.</li> <li>▪ Demonstrated skills in networking and leveraging relationships across a range of stakeholders including donors, governments, experts and partners.</li> <li>▪ Willingness and ability to travel frequently occasionally on short notice both nationally and internationally.</li> <li>▪ Familiarity with multi-lateral and bilateral policies and regulations;</li> <li>▪ Demonstrated ability to manage project staff and financial activities;</li> <li>▪ Excellent interpersonal skills, including ability to make timely and transparent decisions, and manage conflicts;</li> <li>▪ Experience and willingness of working in South East Asia, Central Asia &amp; the Pacific countries.</li> </ul>
<p>IPE Global is committed to using fair, objective and positive employment practices to promote equal opportunities and diversity in employment, ensuring that all employees including potential employees are treated fairly, consistently and with respect, before, during and after, their employment. We seek to create an environment that is representative of, and responsive to, different groups.</p> <p><b>Only shortlisted candidates will be contacted.</b></p>	