

BRIDGE Creative Agency for Social Impact is hiring Business Development Manager

Start Date:
ASAP

Contact:
work@bridge.com.mm

Who is this job for?

If you love the thrill of the chase and winning work

If you are really good at building networks and fostering relationships

If you are a self-starter and have an entrepreneurial spirit

If you are someone who sees the bigger picture and can think strategically

If you can translate client needs and user research into appropriate offerings

If you have a good understanding of the IGO, NGO or progressive business sectors in Myanmar

If you like making meaningful change in Myanmar happen

You should demonstrate:

A drive to win new business and a track record of pitching and winning new business with a clear idea of what makes the difference between winning and losing pitches

Portfolio of previous campaigns and communications work that you're proud of and that has made a difference

Proven experience in building strong client relationships

Clear ability to present excellent communication solutions that are on strategy and deliver impact

Fluency in written and spoken English and Burmese and based in Myanmar

A solid understanding of the social impact sector in Myanmar would be beneficial

An interest in the creative industry, arts and social behavioral change communication are a bonus

As a **BUSINESS DEVELOPMENT MANAGER**, you will be responsible for developing and fostering client relationships, creating new business opportunities and drafting new offerings. You enjoy staying up to date with trends, competition, market developments and client needs to best identify new opportunities. Together with the creative team you will actively pitch new ideas and communication solutions to new and existing clients looking to deliver social impact.

You will also continuously explore collaborations with like-minded people and organizations in the creative sector to partner up with. Furthermore you will work with the communications specialist to develop and implement marketing strategies to drive business and boost pipeline growth.

This would be a good spot for someone who has experience in one of the following fields:

1. Experience working with IGOs, NGOs, CSOs and progressive business in Myanmar with an established network within the social impact sector
2. Experience working in a creative agency in a similar role and therefore having an established network in the creative, artistic sector in Yangon and looking to make a switch to social impact work
3. Experience in business development and a track record in acquiring new sales and building strong networks in Myanmar

Responsibilities:

Develop sales opportunities & strategic partnerships within the social impact sector in Myanmar

Identify new business opportunities including new markets, growth areas, trends, customers, partnerships, products and services

Develop and foster relationships with new and existing clients by understanding their needs and responding effectively

Act as the front of house and represent Bridge externally

Pitch new ideas to clients and develop proposals, including the writing of bids

Draw up client contracts including pricing proposals and liaise with the finance & accounts team

Oversee account managers and communication specialist

BENEFITS:

- Above industry pay scale
- Use of an Apple laptop, or help buying one of your own
- The software you need, a power bank and monthly phone credit
- Emergency health cover contribution.
- Flexible work hours, working from home or downtown office

APPLY NOW

Please send a short cover letter, your CV and two references to work@bridge.com.mm. If shortlisted, we will interview.

About Bridge: Bridge is a creative agency for social impact. We help organizations create scalable impact and people change for good, through communications interventions that deliver sustainable social and behavioral change.

We do this across many sectors and/or thematic areas including child protection, education, health, youth empowerment, gender equality and human rights. Our award-winning social and behavior change communication services range from strategy to concept development and campaign roll-out.

We are a diverse team of experienced professionals with a mix of backgrounds in academia, established private and development sector organizations and diverse religions, genders and sexualities. We provide equal opportunities and a fun, inclusive environment for all our employees. Please apply whatever your ethnic origin, national origin, gender, race, colour, religious beliefs, disability, sexual orientation or age.

Find out more at bridge.com.mm.