



## International Business Development Manager

We're looking for an entrepreneurial International Business Development Manager to join our team at JustGiving. This is a full-time role based in Singapore and expected to travel regularly to Hong Kong and periodically to London, Australia and when necessary other countries in the Asia Pacific region

### About us

JustGiving, founded in 2000, is an organisation whose purpose is to help to maximise income for charities worldwide. We have a vision of a world in which "anybody who can give does give". We will achieve our vision by creating globally relevant, fundraising tools and expertise and by collaborating closely with companies, charities, event organisers, technology providers, developers and media companies.

We are an unusual company in that we have a very strong sense of social purpose combined with a balanced business model which focuses equally on users, employees and philanthropic investors whilst observing the disciplines of a sustainable growing business which drives continuous improvements for charities.

JustGiving has an exciting new growth plan and a mission to become the most popular provider of charitable giving solutions worldwide. Since formation in 2000, we have helped organisations raise over £1bn and have operations in the UK, USA, Japan and Holland. We are partnered with 10,000 charities, 200+ multi-national companies, 50+ event organisers, 70 application developers as well as global technology providers such as Facebook, Active Networks, PayPal, Salesforce and Vodafone.

In Asia Pacific we have a healthy pipeline of opportunities with international charities, companies and event organisers and are gearing up to launch a number of exciting new international products and APIs in late summer.

### About the role

Working closely with our Business Development Director, you'll be responsible for identifying opportunities and securing contractual agreements with strategic partners in all sectors. We'll expect you to own and shape this role, but you'll likely spend time:

- formulating the market development strategy for Asia Pacific
- identifying & generating leads, developing propositions and closing deals to secure new partnerships with companies, charities and event organisers
- developing partnerships through truly understanding your client's needs and identifying new opportunities
- manage your pipeline and reporting back on progress to the business
- identifying and communicating customer and market trends to enable JustGiving to anticipate and take advantage of market trends in a rapidly changing market
- working collaboratively with JustGiving teams and with local partners to identify new opportunities

### About you

This is a key role with plenty of scope, so it's important that we find someone who can deliver on all the above. To do this, you'll be educated to degree level (ideally MBA, but not required) and have:

- plenty of experience working for successful early/medium-stage internet business
- a entrepreneurial, results focused, self motivated business leader
- a genuine passion for JustGiving's strong social purpose and unquenchable enthusiasm for new propositions, internet solutions and building a new business
- innovative, mature, flexible, highly collaborative individual who is willing to be creative
- a proven track record of spotting opportunities, developing business and closing contracts with large company, charity and event organiser partners
- demonstrable experience of delivering multiple projects at a time and managing change in fast-moving environment
- bags of confidence and the ability to pitch compelling and intelligent propositions to senior managers with ease (CSR directors, fundraising directors/managers and event organisers)
- a natural entrepreneurial flair and insatiable self-motivation, you work at your best with minimal support and guidance
- an instinctive can-do attitude, with a strong focus on results delivery



In return for everything that you can bring, we pay competitive market rates and can offer you an exciting, challenging role in a growing business with an important social mission, plenty of opportunities to learn – and of course enjoy it at the same time.

Are you the one we are looking for? If this sounds like you, please send your CV, together with a covering letter describing why you think you are the right person for us to our People Team at [jobs@justgiving.com](mailto:jobs@justgiving.com).

We embrace diversity in our applicant's backgrounds. The successful applicant will have eligibility to work in the UK.