



Business Development Associate

Job Location: Chennai
Type: Regular full-time

About the role: The Business Development Associate (BDA) is a new position that will serve as a key member of our external relations team. This person will lead business development, build partnerships, manage grant opportunities and support external communications. This person will coordinate grant-funded activities and support strategy development.

Responsibilities:

- Identifying strategic funding opportunities – the Business Development Associate will select and profile key opportunities, coordinate necessary inputs, and craft highly tailored applications and investor pitches. This person will be comfortable driving results in a fast-changing environment.
- Understanding and championing the market-based philosophy of **ayzh**. The best candidates will have keen business acumen and ability to communicate the rationale of our market-based approaches. This person will be able to deliver a compelling business case for our activities and investments.
- Research and evaluate potential new partners for **ayzh**, reach out to potential new partners via email and phone follow up and secure new business development partnerships
- Work with new partners on pricing and finalization of contracts
- Travel within geographical area of targeted accounts required (up to 15%)

Qualifications:

- University degree in Business, Marketing, Economics or International Development
- Two or more years of B2B sales experience
- Experience building long-term relationships and networking with senior investment professionals
- Ability to write clear and compelling pitches and proposals
- Ability to develop and present director level presentations to internal groups
- Excellent communication (oral, written & presentation) skills
- Ability to effectively serve as client advocate to internal departments
- PC proficiency in Excel, Word, PowerPoint, and Contact Management Software (CRM experience with Salesforce.com is a plus).

About ayzh: ayzh is a social enterprise that develops and distributes low-cost, appropriate technology designed to meet the unique needs of women and health institutions in low-resource settings, targeting the time around childbirth. Through the sale of our customizable “kit style” products (namely our Clean Birth Kit- JANMA), our sustainable and scalable model increases availability and access to proven health commodities, while providing economic opportunity to local Indian women who package and assemble our products.