

Job Advert: Business Development Manager (Volunteer)

Heroes Help – Fundraising & Business Development Directorate

Location: Remote/Hybrid (Nigeria-wide)

Reports to: Director of Fundraising & Business Development

Type: Volunteer Position

Job Profile

The Business Development Manager is a vital volunteer role within the Fundraising and Business Development Directorate of Heroes Help. The successful candidate will lead the identification and development of strategic partnerships, income-generating initiatives, and commercial opportunities to diversify and increase the charity's revenue streams. This includes supporting corporate partnerships, donor engagement, social enterprise ideas, and strategic funding proposals. The role requires an entrepreneurial mindset, strong relationship-building skills, and the ability to convert ideas into action.

Key Accountabilities / Responsibilities

- - Identify and pursue income-generating opportunities, including corporate sponsorships, partnerships, and social enterprise models.
- - Develop strategies to increase unrestricted and sustainable income.
- - Support proposal writing and business cases for donor and corporate funding opportunities.
- - Build and maintain relationships with prospective and existing corporate, business, and government partners.
- - Conduct market research to identify trends and areas for business growth.
- - Develop partnership materials and coordinate engagement meetings or events.
- - Work with the Communications team to produce tailored materials for business audiences.
- - Track business development metrics and contribute to income forecasting.

Competencies Required

- Essential:
 - - Strong communication and interpersonal skills.
 - - Entrepreneurial and strategic mindset.
 - - Ability to identify and nurture partnership opportunities.
 - - Organised and results-driven, with the ability to meet deadlines.
- Desirable:
 - - Experience in corporate fundraising or partnership development.
 - - Understanding of social enterprise models.
 - - Familiarity with the Nigerian or international nonprofit landscape.

Qualifications, Knowledge, Skills and Experience

Category	Essential	Desirable
Qualifications	Degree or any qualification in Business, Development Studies, Marketing or a related field	Postgraduate degree or certification in fundraising, business development, or nonprofit leadership
Knowledge	Understanding of business development and partnership strategies	Knowledge of the corporate social responsibility (CSR) environment in Nigeria
Skills	Proposal development, presentation, and relationship management	Budget forecasting, pipeline development, and use of CRM systems
Experience	At least 2 years in a business development, fundraising, or strategic partnership role	Experience launching or managing a social enterprise or income-generating project

Benefits of Volunteering with Heroes Help

- - Play a key role in growing a national charity's impact and reach.
- - Gain strategic experience in business development within the nonprofit sector.
- - Flexible volunteering structure and remote work option.
- - Collaborate with passionate and experienced volunteers and professionals.
- - Receive a Certificate of Service and recommendation letter upon request.

To apply, please send your CV and cover letter to: enquiry.heroeshelp@gmail.com

Subject: Business Development Manager – Volunteer Application