



AMFIU

EMPLOYMENT OPPORTUNITY

The Association of Microfinance Institutions of Uganda (AMFIU) is an Umbrella body for Microfinance Institutions in Uganda and other stakeholders committed to promoting professionalism in the sector. It was founded in 1996 and is recognized internationally for its contribution to development, advocating for and promotion of professional Microfinance.

In order to ensure the sustainability of its operations and build their internal resource base, German Sparkassenstiftung for International Cooperation (DSIK) supported AMFIU to launch the AMFIU Business Consult (ABC) which is the commercial wing of the Association. Now the Association desires to hire the services of a Business Development Manager to spearhead this initiative.

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|---------------------|-------------------------------------|
| Position : | Business Development Manager |
| Reports to : | Executive Director |
| Location : | Kampala. |

Key Responsibilities

1. Spearhead the development and implementation of the resource mobilization strategy
2. Spearhead operationalize of the business center to increase the internally generated income
3. Projects coordination
4. Raise resources from external sources
5. Spearhead strategic planning for the business wing

Key Performance Indicators

1. Establish AMFIU's business wing as a profit center
2. Develop an annual resource mobilization plan that is in line with the resource mobilization strategy
3. Ensure implementation of the plan
4. Review AMFIU's existing commercial products and improve their quality so as to increase value

5. Design and implement at least two new products/initiatives every year to broaden internally generated income sources
6. Compile quarterly and annual reports
7. Maintain a donor reporting schedule and ensure compliance to deadlines
8. Monitor implementation of various projects at AMFIU
9. Directly manage some of the projects as may be assigned
10. Source for and write project proposals to potential development partners/donors
11. Ensure annual donor growth
12. Networking with partners and potential partners

Qualifications and competence:

- A Masters degree in Business Administration, Economics, Development studies and any other related fields.
- Strong proposal writing skills is a requirement
- A minimum of 7 years' experience, 3 of which should be at a managerial position
- High ethical standards
- Excellent interpersonal relationships and result oriented

How to apply:

For Interested candidates, please send an email with a typed up to date CV and application letter including names of three professional referees and a day time telephone contact together with copies of your academic papers **NOT later than 26th November 2021** to:

**The Finance & HR,
Association of Microfinance Institutions Of Uganda,
Plot 679, Wamala Road, Najjanankumbi,
Tel: (0414)259176
Email: amfiu@amfiu.org.ug , hmpindi@amfiu.org.ug
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