

NFA 
National Forestry Authority
EXTERNAL JOB ADVERTISEMENT

The National Forestry Authority (NFA) is a Government agency established under the National Forestry and Tree Planting Act, 2003 as a corporate body responsible for sustainable development and management of Central Forest Reserves (CFRs) and provision of technical support to stakeholders in the forestry sub-sector. NFA's vision is "A sufficiently forested, ecologically stable and economically prosperous Uganda", while its Mission is "To manage Central Forest Reserves on a sustainable basis and to supply high quality forestry-related products and services to Government, local communities and the private sector".

NFA seeks to recruit qualified Ugandans to fill the following positions.

POSITION: BUSINESS DEVELOPMENT MANAGER (1 POSITION)

Reports to: Director Policy and Planning

Duty station: Headquarters Kampala

Salary Scale: NFA 3

Terms of Employment: 3 years contract (Renewable)

Job Summary: The purpose of this position is to identify, develop, nurture, manage, generate revenue and coordinate income sources, markets and business opportunities for the National Forestry Authority (NFA) in forestry and non-forestry products and services.

Responsibilities and Tasks:

- Develop and revise guidelines for business promotion and marketing;
- Coordinate with other units to develop effective and quality business proposals with competitive service prices and budgets for funding.
- Research and analyse new business opportunities and develop the consultancy potential of NFA through marketing and networking with potential clients.
- Identify, generate revenue and coordinate income generating activities through consultancy and marketing new business opportunities based on agreed annual targets that will be set jointly and periodically;
- Lead multiple professional product teams and run Client Relationship Management programme.
- Develop and provide business information and reports for uploading on the NFA website.

Qualifications, work experience, abilities and personal attributes:

- Honour's degree in Business Administration or Commerce. A Masters' degree in business administration or any related relevant field e.g. natural resources management, economics; statistics will be an added advantage. Knowledge of Project Planning and proposal writing will also be an advantage.

- At least 5 years post-qualification consulting experience and hands on experience with formulating, designing and implementing a sales and marketing strategy in business development, forestry financing, forestry, value chain development, proposal development in a public or private dynamic organisation.
- Demonstrable and deep analytical presentation, communication and selling skills,
- Excellent business negotiation and strong client management skills;
- A self-starter who can demonstrate initiative, creativeness, vertical thinking and able to pay close attention to detail.
- Ability to cope with competing demands, prioritizing tasks and meeting deadlines.
- Honesty, integrity, initiative and creative approach to problem solving.

Criteria for application

Interested candidates who meet the above requirements, should submit their applications, certified copies of academic certificates, transcripts and curriculum vitae giving full details of applicants' education, qualifications, experience (with evidence), present salary, three referees with their full postal address, e-mail and telephone contacts as well as the candidate's full address and e-mail to the address below not later than close of business on **30th April 2019**.

Only short listed candidates will be contacted. Any form of lobbying will lead to automatic disqualification.

NFA is an equal opportunity employer and Women are encouraged to apply.

Applications should be addressed to:

**The Executive Director
National Forestry Authority
Plot10/20 Spring Road, Bugolobi
P.O. Box 70863, Kampala-Uganda
Tel: 0312 - 264035/6; 0414 -360400**