



## VACANCY BUSINESS DEVELOPMENT EXECUTIVE

The **Kenya Association of Music Producers** (KAMP) is the organisation representing the rights and interests of producers of sound recordings whose membership comprise of individuals and record labels. Incorporated in 2003, KAMP was registered and granted its licence to operate as a collective management organization (CMO) in May 2008, by the Kenya Copyright Board (KECOBO).

We represent the rights and interests of producers of sound recordings, where we collect license fees for commercial use of music and distribute royalties in accordance with the Copyright Act of 2001, Laws of Kenya.

We are seeking to recruit a Business Development Executive to be based at its Head Office in Nairobi on a one-year contract renewable subject to performance and renewal of the KAMP operating license.

### **Role:**

Reporting to the Chief Executive Officer, the candidate will play a key role in the growth and expansion of KAMP through building an increasingly diversified network of resource partners and identifying new business opportunities.

The job holder will target partners who share in the vision of KAMP and provide funds, technical support and other forms of collaboration to meet the current and future needs of the Association.

He/she will be a strategic thinker with a broad knowledge of our core business and with strong understanding of various media sources and the development sector. This role is responsible for providing leadership in the resource mobilization strategy in response to the emerging opportunities and challenges.

The job holder will need to be a top performer with a track record of exceeding sales targets and has ability to build strong business relationships with key accounts and decision makers. The ideal candidate will have an existing sales pipeline of qualified prospects that will convert into sales deals within the first six (6) months after taking up the role. Specifically, s/he will generate leads for new business, build the sales pipeline, close the deal and support the client through excellent aftersales support.

### **Duties and Responsibilities:**

- Facilitate the development of the Association's annual Resource Mobilization Strategy that includes securing new, diverse and additional resources for KAMP. The strategy should respond to KAMP's funding needs.

- Develop and present business and funding proposals to prospective corporate clients, grant makers and other partners.
- Enlist new sponsorship partners for KAMP events.
- Establish and nurture professional business relationships with corporate clients.
- Developing, managing and updating the Associations donor/partner databases to record their contacts and preference information; maintaining a network of corporate contacts and effectively managing and maximizing these relationships.
- Develop and Strengthen Partnerships for Joint Proposal Writing especially with credible organizations in the country. Includes registering with relevant fund raising associations.
- Organize resource mobilization events for example, Donor Round Tables.
- Co-ordinate bids and work closely with the relevant teams towards closure of fundraising & business opportunities.
- Produce Resource Mobilization Plans and Reports as per stipulated periods and requirements. Includes close working relation with the Finance team in development of appropriate budgets.
- In cooperation with the Chief Executive Officer, lead the development of any long term business strategy to achieve agreed long term organizational goals.
- Create awareness to the public about KAMP and its collective rights mandate in the music and audiovisual industry.
- Researching prospective accounts in target markets, pursuing leads and moving them through the sales cycle.
- Discuss promotional strategy and activities with the marketing department and plan for Sales campaigns.
- Carry out sales forecasts and analysis and presenting the findings to the Chief Executive Officer.

### **Key Qualifications, Experience & Requirements:**

- Bachelor's degree in International Relations, Marketing, Economics, Business Administration or a related field.
- Seven (7) years of related professional experience.
- Experience of creating and implementing business and fundraising strategies for new markets.
- A demonstrated experience in developing fund-raising strategy and institutional resource mobilisation, understanding of the development sector and grants management.
- Excellent written and spoken English.
- Have high energy, confident presenter who is able to engage people and get them to commit funding/and or to partnering with KAMP.
- Strong networking skills and excellent interpersonal relationship skills.
- Membership to a Professional body is an added advantage.



**How to Apply:**

If you meet the above requirements, kindly send your Curriculum Vitae and application letter, quoting your expected salary, via email to **recruitment@kamp.or.ke**.

If you send your application via email the subject should strictly read **BUSINESS DEVELOPMENT EXECUTIVE**. Applications should be received on or before close of business **Monday, 27<sup>th</sup> February 2023**. Please note that only shortlisted candidates will be contacted.