



Vacancy announcement
**Global Proposal & Project
Developer**

Deadline for applications: 28 September 2022

Hello! We're excited to see you found your way to this job opening. That must mean you share our ambition to ensure learners around the world enjoy their fundamental human right to quality education, without exception. We're looking forward to hearing from you.

*But first things first. Allow us to introduce ourselves, drawing on the great mystery behind our name. Since our establishment in 1982, 'VVOB' has evolved from a complex (Dutch) acronym to a stand-alone concept meaning **education for development**:*

*VVOB stands for '**commitment**' –to achieve the Sustainable Development Goals by 2030.*

*VVOB stands for '**integrity**' and '**mutual respect**'–in working with our partner organisations across 10 countries / three continents.*

*VVOB stands for '**quality**' and '**innovation**' –of everything we do in our effort to improve education worldwide.*

*Do you still feel like you are in the right place? Great, because we are hiring a **Global Proposal & Project Developer** for **VVOB's Head Office**. Do you want to take on this challenge? Then continue reading!*

Responsibilities of the Global Proposal & Project Developer

To realise the bold ambitions of our new [Learning Unlimited strategy](#), we want to strengthen our head office team with a Global Proposal & Project Developer.

As our new Global Proposal & Project Developer, you lead the formulation of new high-quality projects across our portfolio. You work closely together with our global strategic advisors (education, M&E, research, partnerships) and our grants coordinators at head office, as well as with our country teams. You report to our global director of programmes. On a regular basis, you travel for limited periods of time to support our country teams and to network.



You will:

- You design and develop relevant and scalable projects in close collaboration with internal and external stakeholders, this naturally includes a strong focus on proposal writing.
- You provide both short- and long-term strategic advice, information, and guidance to VVOB and VVOB's partners on new business development, in line with policy trends, new developments and the latest research, trends and thinking in education and international development.
- You help guide the business development and pro-active marketing of VVOB's flagships.
- You create and manage partnerships and strong networks with relevant partners, institutions and organisations.
- You contribute to internal and external knowledge development and learning, by systemizing lessons learned on project and business development and sharing lessons learned with colleagues and partners.

If you're our Global Proposal & Project Developer, your workweek at the office will include the following highlights:



You start off your week by joining a meeting of the team working on VVOB's skilling for sustainable futures flagship. Discussions include the possibility of developing a new proposal for a private foundation. You offer to take the lead in this and come up with a possible proposal outline and proposed back planning by the next meeting.



By the end of the week the proposal for a new Lego Foundation funded project needs to be submitted. You finish writing the proposal, after you collected input from colleagues, and organise a final round of feedback.



Off to a lunch seminar where you discuss one of VVOB's most impactful projects. You receive good feedback and leave with a few interesting new contacts.



You have a meeting with the Global Director of Programmes to go over your agenda for your next visit to Kenya. In addition to team meetings, where you will discuss the specifics of the new project proposal, you are advised to meet with the potential partners to discuss task division. And why not use the opportunity to meet with some of our investors in the country too?

Our success rate with one investor has been going up over the past few years, while it has been going down with another investor. Your insightful analysis shows that this can be partly attributed to how our proposals were written. You share your findings during a global meeting of VVOB colleagues.

Does this look like your dream job?

Then read on and check whether your profile matches the job requirements!

Who are you?

Your expertise & experience

- A Master's or PhD Degree in Education, Human Sciences, or related field; or equivalent by experience;
- At least 5 years' work experience in business development in education, by preference in an international context;
- At least 2 years' work experience in international cooperation;
- Knowledge of the education sector; teacher & school leader professional development; and capacity development of institutions;
- Experience in formulating high quality concept notes and full proposals for a range of donors/investors;
- Experience in networking and presenting in international meetings and fora;
- Experience with working in a multicultural team;
- Excellent writing and presentation skills;
- English proficiency CEFR Level 1;
- Preferred: work experience in low- and/or middle-income countries.

Matching competences

VVOB core competences:

- Result Orientation
- Cooperation
- Continuous improvement

Function specific competencies:

- Persuasiveness
- Vision Building
- Creativity
- Strategic Networking and Partnership Building
- Problem Analysis and Judgement



What we're offering:

- An exciting job in a growing organisation with varied responsibilities and opportunities for professional development;
- A fulltime contract of indefinite duration;
- A dynamic working environment in an international context;
- An attractive compensations & benefits package including holiday allowance and 13th month, insurances, housing allowance, school fee allowance, and pension savings;
- An attractive salary (meaning a monthly gross salary between € 3 608,87 and € 4 449,82 depending on relevant professional experience).

Join us:

As soon as possible

Your Office:

Preferably VVOB's office in Lusaka. Alternative options include VVOB's offices in Kampala, Kigali or Pretoria.

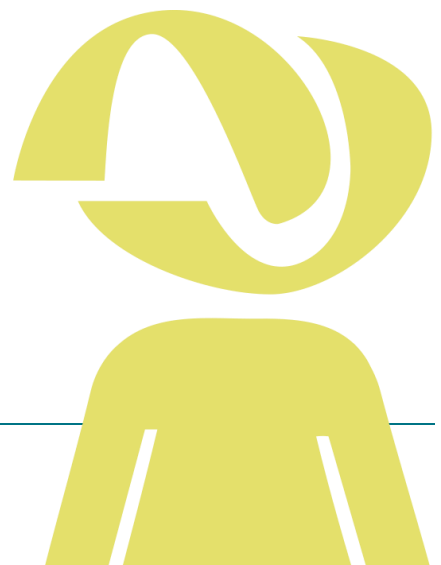
What's next?

Your motivation letter and a detailed CV are expected **no later than September 28th**. Please use the webform to apply for this vacancy: [https://on.vvob.org/JOB-Global Proposal Project Developer](https://on.vvob.org/JOB-Global%20Proposal%20Project%20Developer)

Shortlisted candidates will take a written test, go through an interview process and an assessment, before a final offer.

VVOB firmly believes that quality education can only be achieved if equity is ensured. Qualities of people prevail, regardless of age, gender, ethnicity or disability.

Is this not exactly the job you are looking for? Please have a look at our other vacancies at: <https://www.vvob.org/en/vacancies>.





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