

Job description of Junior Business Advisor

Title:	Junior Business Advisor
Reports to:	Business Development manager
Experience level:	0-2 years relevant work experience
Type of position:	full time

Background

Daughter Company of the Dutch based firm [RBD Consultancy, R&D group](#) is a private limited company established under the Ethiopian commercial law in 2010. In the last decade, we have grown to be center of excellence in all areas of ***talent development, Business Process Outsourcing, Consulting, and entrepreneurship acceleration***. With nearly 110 employees, we provide our global and local clients with a complete full scale, cost effective, and efficient business solutions tailored to their needs.

At R&D we strive forward to stimulate the creation of socially responsible business and help organizations grow strategically. We help our customers to be prepared to the competitive world by tackling most internal and external driving forces that affect the way their business operates. We are well-equipped to provide cutting-edge business solutions to organizations geared to improve their efficiency and business performance.

Overall role purpose

In our desire to stimulate entrepreneurship development in Ethiopia, we work with startup and existing MSME (Micro, Small and Medium Enterprises). To achieve the organizational goals/targets, we are currently looking for **junior business advisors** who will engage with MSME and startup entrepreneurs to accelerate their business growth, through training, coaching and advisory support.

With support of our team, the junior business advisor will become technical resource in the area of, but not limited to, ***marketing, finance, operations, legal, HR, management and strategy*** to improve business development activities of MSMEs and startup entrepreneurs..

Your role?

- You will be primary point of contact for inquiries to selected Micro and Small Enterprises and other relevant stakeholders.
- You will be placed at number of MSMEs where you help implement proposed actions by business development experts
- You will collect relevant market information related to the MSMEs you work with
- You will continually research, map and develop plans for each MSME.
- You will co-facilitate various training programs
- You will recruit and help select startup entrepreneurs and MSME owners to engage with R&D
- Overall, he/she is expected to make a considerable contribution to development and growth R&D

Qualification and skills

- Bachelor degree in management, marketing, business administration, finance, commercial law and related fields
 - Experience and willingness to work with Micro Small and Medium enterprises
 - Exceptional *communicator* with demonstrated success in building relationships with team members and other relevant stakeholders
 - He/she should have wide understanding of and delivery of business advisory services
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Specific skills

- Research and Strategy skills
- Communication skills
- Collaboration Skills
- Networking skills
- Negotiation and persuasion skills
- Out-of-the box thinking
- Team player
- Fluency in English (other languages offer an added value)

Application process

If you are interested please send your motivation letter, CV and academic qualification to career@randdethiopia.com with cc to abel@randdethiopia.com before June 30, 2023
