



NESsT Enterprise Development Manager

NESsT is an international nonprofit organization that develops sustainable social enterprises solving critical social problems in emerging market countries. NESsT achieves its mission by providing capacity building and financial support to a portfolio of screened social enterprises to increase their sustainability and mission impact. In addition, NESsT operates a consulting practice (NESsT Consulting) to generate unrestricted income to help fund its portfolio work and diversify its funding sources. For more information, please visit our website at www.nesst.org.

The Enterprise Development Manager will divide his/her time between consulting client work and portfolio activities. Consulting is expected to represent 70% of the Enterprise Development Manager's time. It is a full-time position based in Budapest, and will report directly to the Enterprise Development Director in Romania.

Responsibilities include:

- Provide training and one-on-one consulting on organizational sustainability and social enterprise development to nonprofit organizations, social businesses, donors, and international organizations. This includes technical assistance on developing business plans (market and marketing plans and financial, operational, and monitoring systems) as well as incubation and expansion support. An important element will be conducting capacity-building workshops.
- Manage NESsT Consulting marketing and business development efforts in Europe and positioning with target segments. Business development includes ongoing market research, current client relations and new lead cultivation. Identify and respond to new consulting and funding opportunities, including the development of proposals and scopes of work.
- Maintain an updated system of social enterprise performance management, producing regular high-quality reports and communicating with members of NESsT and the donor and investor communities.
- Represent NESsT to external audiences (meetings, conferences, etc.), including clients, supporters and donors, and develop relationships with potential government, EU, corporate, venture capital and other investor/donor resources to promote financial support of the NESsT Portfolio.
- Participate in and/or lead the process of program tools development
- Contribute to the research and development of publications
- Support the development of a Business Advisory Network that will invest financial, intellectual, and social capital in the NESsT portfolio of social enterprises

Qualifications:

- Professional degree in business, economics, development studies or related fields required, MBA preferred.
- 3 years of social enterprise and/or small business experience.
- Experience as a consultant and trainer, particularly in leading interactive workshops.
- Strong written communication and organizational skills, strong attention to detail.
- Knowledge of and passion for international social change issues.
- Ability to work independently and as a member of a team.
- Ability to be flexible, resourceful and innovative in international, nonprofit environment with limited resources.
- Advanced Excel, Word and PowerPoint.
- Fluency in English and Hungarian. An additional language from one of the countries where NESST works in Central Europe (Romanian, Czech, Slovak, Croatian) is a plus.
- Willingness and predisposition to travel.

Compensation: Competitive nonprofit salary in local currency.

To apply:

- Send resume and cover letter in English, including net salary expectations and salary history for the past three years, via email to hungary@nesst.org.
- In the subject of the email, please write "Enterprise Development Manager – Consulting"
- Deadline for application: **August 10, 2011**.

No phone calls please. Only short-listed candidates will be contacted.