

Job Title: Lead – Strategy & Growth (Sales & Partnerships)

Job Description:

You will be the bridge between the market and our mission. Your goal is twofold: drive the commercial success of our new subscription product ("Flash Pulse") and grow our new concept ("Data on Demand").

You are not expected to be a researcher. You are someone who finds the opportunity, defines the commercial scope, and closes the deal.

What You Will Do

- **Build the "Flash Pulse" Business (Product Sales)**

- Identify and pitch to institutional investors, impact funds, and CSR foundations who need high-frequency rural data.
- Define the commercial strategy: Figure out what data clients will actually pay for, how to package it, and how to price it for recurring revenue.
- Manage the pipeline from cold outreach to signed contracts.

- **Grow "Data on Demand" (Consultative Sales)**

- Network with Think Tanks, NGOs, and Global Foundations to uncover new research opportunities.
- **Commercial Scoping:** Consult with clients to understand their needs. You define *what* we are selling (the deliverables, the timeline, the budget), while our internal Research Team defines *how* we execute (the methodology).
- **Note:** You are *not* required to write technical research proposals. Your job is to frame the business case and win the mandate.

- **Your Background & Experience (Must Haves)**

- **Years of Experience:** 5+ years in Partnerships, Business Development, or Strategy.
- **Sector Expertise:** Experience in the **Development Sector** (working with foundations/donors) OR **B2B Data Sales** is crucial. You need to speak the language of our clients.

- **Track Record:**

- You have a history of closing deals. You can point to partnerships you built from scratch.

- o You are comfortable with "solution selling"- listening to a vague problem and proposing a concrete commercial solution.
- **The "Builder" Mindset:** You are comfortable working in a setup where you have to build the sales process

This role is for you if...

- o You have worked in **Impact Investing, Grant Management, or development Consulting** and want to move into a growth role or to apply those skills to Social Impact.
- o You are comfortable building professional pitch decks, meeting with people and fine-tuning our offering.

Why Join Us?

- Work at the intersection of **Tech, Data, and Social Impact**.
- Lead the market entry of a brand new product ("Flash Pulse") from Day 1.
- Be part of a team that cares deeply about the quality of data coming from the ground.