

SENIOR DEVELOPMENT MANAGER - NEW BUSINESS AND PARTNERSHIPS

Term:	12 months Fixed Term Contract (with possibility of extension)
Location:	Hybrid (with travel to Central London office as required)
Hours:	Full time 37.5 hours per week
Full Time Salary:	£50,000.00 - £55,000.00 max per annum

About Youth Business International (YBI)

We are the global leader in youth entrepreneurship. For over 25 years we've combined global influence with local knowledge and experience.

At Youth Business International we support aspiring young entrepreneurs around the world to start, scale and sustain their businesses.

We develop and scale the most effective solutions to help young entrepreneurs succeed, from developing business skills, driving innovation and nurturing talent to unlocking finance and access to markets.

Our model:

We are the only global organisation dedicated to youth entrepreneurship and combine global influence with local knowledge and experience. All work with young people is delivered by and designed in consultation with local experts and organisations, enabling us to successfully deliver global programmes with bespoke solutions in varied contexts.

Our model enables us to deliver a wide range of solutions that span geographies, respond to thematic priorities and evolve with new technologies and fresh challenges.

About the Role

This is a pivotal role within YBI's Development Team. You will play a key part in identifying, cultivating, and securing new funding partnerships with corporates, foundations, and other institutional donors – focusing particularly on unrestricted or core funding that fuels YBI's mission. You will work closely with the Director of Business Development to turbo charge the number of leads and active opportunities for YBI's core work, proving agile and dynamic when it comes to new business income generation.

We are looking for a dynamic and strategic individual who combines **strong commercial sales experience** with a passion for social impact. You'll be responsible for developing compelling value propositions, crafting persuasive narratives, and executing high-impact solicitation strategies. You'll also have the opportunity to leverage YBI externally, which could include building networks with high level stakeholders, and positioning us as a go-to partner in the entrepreneurship and youth development ecosystem.

Key Responsibilities

1. New Business Development

- Assist in the development and execution of YBI's new business strategy, targeting corporate partners, philanthropic foundations, and other funding prospects alongside the leadership of the Director of Business Development.
- Generate and qualify a pipeline of potential funders, progressing opportunities from prospecting to closure.
- Use commercial outreach tools and systems (e.g., LinkedIn Sales Navigator, Salesforce) to research and approach prospects effectively.
- Cultivate relationships with key stakeholders, aligning their interests with YBI's mission and global reach.

2. Proposal Development & Fundraising Narrative

- Design, write, and deliver high-quality proposals and pitch materials tailored to prospective funders' priorities.
- Develop strong, mission-aligned narratives that clearly articulate YBI's value proposition and potential for impact.
- Collaborate with internal teams and network members to build compelling, fundable concepts and packages.

3. Thought Leadership & Representation

- Where applicable, be open to representing YBI at conferences, panels, and networking events – positioning the organisation as a leader in youth entrepreneurship and driving new business opportunities in light of this.
- Proactively identify external speaking and profiling opportunities to elevate our visibility with funders and partners.

4. Internal Collaboration & Strategy

- Work closely with the Director of Business Development and the wider team to feed insight from the market into our fundraising strategy and use commercially savvy positioning to open doors into new funding opportunities.
- Coordinate with programme, comms, and finance colleagues to ensure proposals are technically sound and financially viable.
- Monitor progress, track KPIs, and report on new business development outcomes.

What You'll Need to Succeed

- A proven track record in new business development, sales, or securing corporate/foundation partnerships.

- Excellent communication and negotiation skills, with the confidence to engage and influence senior-level stakeholders.
- Commercial acumen and the ability to lead sophisticated solicitation and outreach processes. Experience of working in a commercial sales environment would be seen as an advantage in this role.
- Strong strategic thinking and the ability to build long-term value-aligned partnerships.
- Experience writing and shaping funding proposals and pitch materials, with a clear and persuasive writing style.
- A passion for social impact and a genuine belief in YBI's mission to support young entrepreneurs worldwide.
- A self-starter attitude: entrepreneurial, creative, and results-driven.
- Strong organisational skills and comfort working in a fast-paced, international environment.
- A readiness to get on the phone, make asks, and chase new opportunities proactively.
- The opportunity to extend and develop in this role will be based on the ability of the postholder to drive income and New Business targets in the first 12 months.
- Experience with tools such as Salesforce and LinkedIn Sales Navigator is desirable.
- Familiarity with issues such as entrepreneurship, youth development, sustainability, or inclusive economic growth is a plus.

Why Join YBI?

- Be part of a high-impact, mission-led organisation with a global network and an ambitious growth agenda.
- Play a lead role in shaping our future partnerships and unlocking transformational funding.
- Collaborate with a passionate and values-driven team, working across sectors and continents.
- Enjoy flexibility, autonomy, and a culture of trust and innovation.

How to apply

- Please submit your CV to hr@youthbusiness.org
- Closing date to receive CVs is 26th June 2025

Interview Process

- Interviews will be held online with a possible second interview in person.

Benefits - What YBI can offer

We believe YBI is a great place to work, and our benefits include:

- Flexible working - our core working hours are Monday to Friday from 10am-4pm.
- Holidays - You will be entitled to 25 days paid leave in addition to the normal UK Bank and Public Holidays per annum for the full leave year.
- Pension Scheme - a 5% employer contribution from YBI with employee's minimum contribution of 3%.
- Group Life Insurance for all employees from first day of employment (Death-in-service benefit will be 3 x salary)
- Access to Healthcare Cash Plan benefit (which includes Employee Assistance Programme) after successful probation.
- One off £250 (gross) subsidy for your home workstation set-up

Our Approach to Hybrid Working

YBI works in a hybrid way. In practice, this means that most of us work from home for a significant portion of the week. We do not have a minimum requirement for being in the office. However, YBI believes coming together in person in an office environment or elsewhere offers real benefits for in-person collaboration, welcoming new colleagues and socialising opportunities.

It is, therefore, a requirement that all employees attend the following in-person meetings/gatherings:

- i. 3 - 4 Network Team Away Days per year
- ii. Team Meetings as arranged by each team (usually monthly)
- iii. Any other role-specific (including during induction) or organisational meetings and events at various times.

All staff need to cover the cost of travelling to the office.