

ROLE PURPOSE



Role Title: Business Development Intern

Division: Public Affairs

Location: Flexible

Date: September 2024

Employment type: Internship (6 months)

Reports to: Business Development Lead- EA

Number of direct reports: 0

Leadership Band: Leads self

The Fred Hollows Foundation:

The Fred Hollows Foundation (The Foundation) is a leading international development organisation that has restored sight to more than 3 million people around the world and has supported programs to deliver more than 100 million doses of antibiotics for trachoma. The Foundation's vision is for a world where no person is needlessly blind or vision impaired. The Foundation works in more than 25 countries throughout Africa, South Asia and the Middle East, Southeast Asia, Australia and the Pacific. Our priority is to strengthen health systems and work with communities to improve their own eye health. We do this through life-changing surgeries and treatments, training doctors and health workers, generating new ideas, and pushing for change at all levels – from local to global.

EA Business Development:

The East Africa Business Development function is a critical strategic role accountable for building new business in the East African region with bi-lateral, multi-lateral, foundation and corporate ('Institutional') donors in support of The Foundation's global Institutional Fundraising Strategy, diversification of The Foundation's revenue streams and the localization/decentralization agenda in the donor markets. The EA region is very central to The Foundation's work and ambitions.

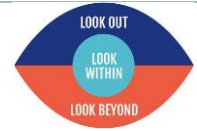
Business Development Intern Role Purpose:

The Business Development Intern will provide direct support to the Business Development Lead- EA by assisting in undertaking a **comprehensive, robust and deepened donor mapping and intelligence gathering exercise** for the EA region (primarily- Kenya, Ethiopia, Uganda, Rwanda, Burundi & Tanzania), aimed at deepening the understanding of the EA donor environment, priorities, needs and trends to help identify opportunities and potential targets for The Foundation. The donor mapping exercise will explore opportunities among FHF's traditional donor bases, as well as from other funding sources – primarily bilateral donors, local and global foundations with interest in EA, local private sector actors and corporates (CSR opportunities), global corporates and potential high net-worth individuals aligned with the Foundation's core values and ethics.

Specific Objectives:

1. Help gather information on corporate social responsibility (CSR) opportunities from major in-country and regional corporates & their foundations e.g. Safaricom Foundation, Barclays Bank, Equity Bank, I&M Bank, KCB Foundation, etc.
2. Assist in researching and mapping key Foundations donors in East Africa, including MasterCard Foundation, ClIFF, and Aga Khan Foundation, among others.
3. Help identify and profile smaller and medium international, pan-African, regional and in-country Foundations in East Africa.
4. Assist in researching major bilateral donors and their priorities, including opportunities for local engagement and funding at in-country Embassies and Missions: these include but are not limited to Embassy/FCDO; US Embassy/USAID; European Commission; JICA; Nordic Embassies/SIDA, NORAD, FIDA, DANIDA; The Embassy of The Netherlands; The Embassy of Switzerland/SDC, DMZ & GIZ & Middle Eastern donors etc.
5. Help map potential opportunities through East Africa development banks, including but not limited to: African Development Bank; KfW Development Bank, Islamic Development Bank etc.
6. Explore donors' country and regional plans and identify alignment with The Foundation's program niche.
7. Help identify donor budgets, funding cycles, and key contacts.
8. Support other tasks as directed by the team related to the Public Affairs Division and resource plans for East African countries.

Our Capabilities:



As a member of The Foundation Family, you will:

- Live by the values of The Foundation and support The Foundation's culture, performance and brand.
- Adhere to all The Foundation's policies and procedures.
- Strengthen the health, safety and well-being of all/look out for the well-being.
- Lead, collaborate and contribute to all interactions.

Desired Skills:

- Graduated in the last 1 year with a degree in Business Administration, Economics, Commerce, International Studies & Development, or related courses.
- Ready to learn, flexible and excellent interpersonal skills.
- Good at capturing, analysing and presenting knowledge to a high standard of quality.
- Good Microsoft skills (focus on Outlook, Word, Excel and PowerPoint).
- Well organised, flexible and proficient time management skills.
- Attention to detail.
- Ability to work independently and as part of a small team.