



Business Development Director (80%-100%)

NIRAS Suisse AG is looking for a Business Development Director (80%-100%) to join its team in Basel.

NIRAS Suisse is a Swiss-based consulting company that provides sustainable solutions to global challenges in the fields of economic development and education, governance and democracy, climate and environment, as well as infrastructure. As a subsidiary of the NIRAS Group, a leading international consultancy with more than 2,500 employees worldwide, NIRAS Suisse brings together local knowledge and global expertise to deliver high-quality services in international development consulting to clients in Switzerland and beyond.

At NIRAS, we're committed to making a positive impact through our work. As a knowledge-driven organisation, we provide extensive expertise, policy advice, and proven results-based management to large complex projects. Our values of professionalism, creativity, and social responsibility guide our approach to every project, where we strive to tailor sustainable solutions that address specific needs and create long-term benefits for our clients, stakeholders, and communities. We believe in working collaboratively to find innovative and effective solutions to complex challenges.

NIRAS Suisse is seeking a highly experienced and motivated senior development practitioner to join our team as Business Development Director in one or more selected sectors of Switzerland's development cooperation. The successful candidate will be responsible for accessing the market in her/his fields of expertise relevant to the Swiss clients. The role entails guiding the teams of NIRAS in developing bids for open tenders, acting as Project Director, the provision of technical guidance and backstopping services to staff and ongoing projects.

Your responsibilities:

- Develop and implement sector business development strategies for NIRAS Suisse in line with the company's objectives and vision.
- Identify and pursue opportunities in the Swiss market, particularly with SDC and SECO.
- Support the development bids for open tenders.
- Provide technical and strategic guidance to NIRAS staff on Swiss methodologies, approaches, guidelines, relevant in the Swiss international cooperation.
- Serve as Director for selected projects, ensuring delivery of high-quality services to clients.
- Build and maintain strong relationships with clients and partners.

Qualifications:

- Master's degree or higher in a relevant field such as international development, economics, geography, social science, or business administration.
- At least 10 years of relevant work experience in development cooperation, including experience in business development and management of large, complex development projects.
- Strong technical expertise in at least one of the following fields: private sector development, market system development, vocational education and training, skills development, climate change, agriculture, water, governance and civil society promotion.
- Experience in MEAL, Controlling and Quality Assurance an asset

- Excellent written and verbal communication skills in English and German. French language skills are a plus.
- Proven track record in developing successful bids for open tenders.
- Willingness to travel.
- Ability to lead and manage teams, work collaboratively with colleagues and partners, and build strong relationships with clients.

Our offer:

- A challenging and stimulating international work environment, flexibility, competitive compensation package, and opportunities for professional growth and development.
- Workload: 80-100%.
- Working place: Basel, remote working partly possible after onboarding.
- Starting date: 01.08.2023 or as agreed upon

Are you interested in this exciting opportunity?

We are looking forward to your application. Please submit your application (CV and cover letter) no later than 18.06.2023 on [reachme](#). Interviews are conducted on a rolling basis until the position is filled.

For learning more about NIRAS, please consult our website:

<https://www.niras.com/offices/switzerland/>

For further questions, please contact Dr. Christoph Baumann, the Managing Director of NIRAS Suisse: CHBA@niras.com