



Job Title: Director, New Business Development

Department: Programs

Location: Yangon, Myanmar

Reports to: Country Director, Myanmar

Welcome to PSI!

PSI is a network of locally rooted, globally connected organizations working to achieve consumer-powered healthcare — people-centered health systems that ensure quality, affordable care wherever and whenever it is needed. Our origins in sexual and reproductive health have grown into a broader mission. Today, we work with the public and private sectors as well as local communities, prioritizing people’s voice and choice and developing solutions to meet their essential health needs. Over the past five decades, we have helped push boundaries, break taboos, set trends, and develop innovative solutions to complex global health challenges.

Do you want to join PSI to help make it easier for all people to lead healthier lives and plan the families they desire? Read on!

Join us!

The fundraising team sparks innovation within PSI by matching donors to high-impact projects and systems across the organization. In collaboration with colleagues across the globe, we identify and find funding for transformational projects and investments in global public health. We collaborate closely with various funders including foundations, corporations, and private philanthropists to conceptualize the future of global health and translate those visions into reality.

We are seeking a dynamic and results-oriented Director of New Business Development to develop a strategic fundraising plan and execute proposal development to secure significant support from and strengthen partnerships with the funders for PSI’s programs. This individual will play a vital role in our continued philanthropic growth by identifying, cultivating, stewarding, and expanding fruitful, long-term relationships with funders in Myanmar and internationally. The position will report directly to the Country Director of Myanmar and work closely with program and finance staff, and related members of the Global team. The position will support other PSI platforms in the Asia region as and when necessary.

What You’ll Do

- Design and implement a multi-year fundraising strategy as part of the larger Global Fundraising team vision and strategy and PSI’s programs
- Establish short and long-range goals, objectives, tactics, and fundraising targets to guide priority activities under the fundraising strategy and provide ongoing tracking and reporting of progress
- Develop, enhance, and steward existing partners to significantly increase giving levels and alignment with PSI’s priorities
- Identify, cultivate, and solicit prospects, donors, and grant opportunities to grow the portfolio and develop a healthy financial pipeline for future years



- Effectively represent PSI with external audiences and facilitate and support appropriate donor interaction with program staff and senior organization leaders to position PSI for funding and to raise its profile
- Lead on proposal development team for new business development.
- Coordinate report submissions processes, ensuring high-quality, timely products in compliance with donor requirements
- Serve as a bridge between PSI and funders, acting as an internal expert on the philanthropic landscape while also channeling funder perspectives to PSI staff

This is not an exhaustive list of all tasks that an incumbent is expected to perform but is instead a summary of the primary responsibilities and requirements of the job. The incumbent may be asked to perform duties not included above. PSI reserves the right to revise job profiles at any time based on changes to the required job responsibilities.

What You'll Bring

- 7-10 years' experience in international development, philanthropy, partnership/coalition building, or related work
- Demonstrated success cultivating and securing large-scale funding and partnerships, ideally within a large global organization
- Clear ability to understand and articulate complex programmatic material in a detailed manner both internally and externally, and to audiences with different levels of background in these areas
- Strong writing, editing, reviewing, and research skills and attention to detail to collaborate internally and develop successful proposals for donors
- Deep knowledge of the international relief and development and philanthropic sectors
- Excellent organizational and interpersonal skills to manage complex processes and relationships
- Contextual knowledge of funder landscape in Myanmar and Asia region is a plus.

The successful candidate will be confident, articulate, and persuasive; a proactive self-starter and creative thinker with the ability to think strategically and implement effectively; have excellent communication, presentation, and analytical skills; set an agenda and bring others along; and bring a passion for PSI's mission and vision. This role requires a high degree of emotional intelligence and agility to nurture successful internal collaborations and external relationships.

The candidate we hire will embody PSI's corporate values:

- **Collaboration:** You can work independently but thrive within a team
- **Trust:** You trust that your manager and team will have your back and care deeply about gaining that same trust from your teammates
- **Pragmatism:** You dive in and maintain momentum even when things are ambiguous, and you don't let perfect get in the way of good enough.
- **Honesty:** You aren't afraid to speak up and speak your mind.
- **Measurement:** You set clear and challenging goals and hold yourself accountable to driving measurable results.



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- Commitment: You're independent and a free thinker, but you're ready to buy in the direction of the team and commit to its success.

About PSI

Did you know that we have over 3,000 "PSIers" working across the globe in 40 different countries? We're a diverse group with a wide range of backgrounds from the medical industry to the music industry, all with unique skills we bring to the job. We value self-motivated people with a track record for getting things done in tough situations. We take our work seriously, but not ourselves.

Interested in Learning More?

About PSI: [Who we are, how we work, and the challenges we seek to solve.](#)

PSI [Career site](#)

Featured Projects: [Flagship & Priority Projects](#)

Where We Work: [PSI's Global Network](#)

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PSI is proud to be an Equal Opportunity Employer and encourages applications from individuals regardless of actual or perceived race, religion, tribal belonging, color, sex, age, national origin, disability, sexual orientation, marital status, personal appearance, matriculation, political affiliation, family status or responsibilities, gender identity or expression, pregnancy, childbirth, related medical conditions or breastfeeding, genetic information, amnesty, veteran, special disabled veteran or uniform service member status or employment status. PSI is a safe, inclusive workplace that welcomes people from all backgrounds and walks of life, and it's reflected in our diverse community.

References will be required. The successful candidate will be required to pass a background check.

Must be authorized to work in Myanmar. PSI **will not** consider work visa sponsorship for this position.

Please join with us by applying through the link: Your application along with Resume / CV should be submitted ONLY online through the [Apply Link](#) before **March 03, 2025 (Monday)**.

For more details, contact to Human Resources Department. Tel: +951 9545417, 9544843 (Ext: 102)