

# STRATEGY & INSIGHTS

ADVISORY FIRM

## JOB DESCRIPTION

### Senior Advisor – Business Development Consultancy

Job Title	Senior Consultant for Business Development
Reference	#1072025
Location	Geneva, Switzerland or remote
Duration	3 months, renewable
Start date	1 <sup>st</sup> October 2025
Reports to	Managing Director

## About Us

**Strategy&Insights** is a Swiss strategic management firm operating in the international development sector and creative industries. Headquartered in Geneva, Switzerland, the firm provides strategic support to clients worldwide, helping them scale their operations and enhance their social impact.

We are a fast-growing company dedicated to delivering innovative solutions to international organizations, governments and the private sector. With a team of driven professionals and a culture that values strategic thinking, we are expanding our footprint and seeking a senior consultant for business development to help drive our next phase of growth.

## Position Summary

We are seeking a highly experienced and results-driven **Senior Consultant for Business Development** to lead strategic growth initiatives, identify and develop new business opportunities, and foster long-term partnerships. This role requires a strong commercial mindset, excellent drafting skills, stakeholder management skills, and the ability to work cross-functionally to drive value for the company.

This is a three-month consultancy that may be renewed depending on the incumbent's performance and ability to deliver on other key responsibilities and future objectives identified in the sections below.

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### Key Responsibilities:

For the initial three months, the consultant's main responsibilities will be to respond to calls for proposals, putting together both technical and financial proposals in coordination with teams across various locations. Furthermore, the consultant will play a leading role in designing and implementing impactful communications and marketing strategies and plans. Detailed responsibilities for this assignment include:

- Draft responses to calls for proposals, in particular drafting detailed technical proposals with an emphasis on the methodology, key areas of action, proposed project process and implementation, team composition, relevant past experiences of S&I team members.
- Compile information for technical proposals via desk research, document reviews, interviews, and collecting inputs from S&I team members and partners.
- Prepare and submit financial proposals to the supervisor highlighting the number of days of work for each profile selected for the project.
- Coordinate the process for collecting inputs, files and any other related materials to present submissions to potential clients.

Furthermore, S&I is interested in a profile that may successfully conduct the following long-term tasks:

- Identify and evaluate new markets, partnership opportunities, and revenue streams.
- Develop and implement growth strategies in collaboration with executive leadership.
- Build and maintain strong relationships with key stakeholders, clients, and industry leaders.
- Conduct market research and competitive analysis to inform strategic planning.
- Lead high-value negotiations and partnership deals from prospecting to closure.
- Provide mentorship and guidance to junior business development staff.
- Monitor KPIs and prepare regular reports on business development performance.
- Represent the company at industry events, conferences, and client meetings.

### Qualifications & Experience

- Advanced university degree in business, Marketing, Finance, or related field (master's preferred).
- 8+ years of progressive experience in business development, strategy, or sales, with at least 3 years in a senior advisory or leadership role.

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- Proven track record of driving revenue growth and closing high-value deals.
- Deep understanding of industry market dynamics, trends, and key players.
- Excellent communication, negotiation, and interpersonal skills.
- Strategic thinker with strong analytical and problem-solving abilities.
- Comfortable working in fast-paced, dynamic environments.

### Preferred Skills

- Experience working in consulting firms
- Excellent understanding of bidding processes and experience responding to calls for proposals (preparing both technical and financial proposals)
- Familiarity with CRM platforms (e.g., Salesforce, HubSpot)
- Multilingual abilities or international business experience a plus

### What We Offer

This is a short-term consultancy from October to December 2025. Our offer includes:

- ☐ Flexible work arrangements
- ☐ Career advancement opportunities
- ☐ A collaborative and innovative team environment
- ☐ Compensation will be a combination of base pay + payment by outputs, rate negotiable based on proven experience and record of accomplishment.

Furthermore, you will have the opportunity to work in a multicultural environment and to directly contribute to the growth of the company.

### How to Apply

Please submit your resume and a cover letter outlining your qualifications and interest in the role to [info@strategyandinsights.ch](mailto:info@strategyandinsights.ch) by 5th September 2025.