

Business Development Role (International Development)

RIWI is a global trend-tracking and prediction technology firm. RIWI's award-winning business and technology collects real-time, unique, and highly accurate global data for the finance, security, consumer goods, and international development sectors. RIWI offers global surveys, predictive analytics, message testing and risk monitoring anywhere in the world through long-term agreements and monthly subscriptions. See www.riwi.com.

Responsibilities:

This role will focus on developing business with new clients as well as expanding existing client relationships with a primary focus on RIWI's **International Development** area. Current clients include Freedom House, USAID, United Nations, World Bank, and others.

Required skills:

- Proven sales and business development ability within the international development sector
- Proven ability to generate new business through proactive, collaborative, and creative concept development
- Deep experience with government, multilateral, and global NGO procurement practices and processes
- Strong international network within the international development sector, particularly in Washington, London, Geneva and NYC
- Excellent client relationship management, building, and account growth
- Experience and aptitude in working with survey and other sources of quantitative data
- Knowledge of international organizations and issues. For recent examples, see: <https://riwi.com/case-studies/>
- Ability to thrive within a sales and service-delivery focused organization

Please apply with CV and cover letter to careers@riwi.com with subject heading "**Business Development Role (International Development)**". Applicants for this role will be considered in October/November 2018. We expect the successful candidate to begin in November 2018 at RIWI Corp.'s Toronto office.

RIWI is an equal opportunity employer.