

JOB DESCRIPTION

Position: Senior Business Development Manager

Location: Fully remote, with a preferred regional location in Latin America, North America, West Africa, or Europe

Language requirement: Fluency in English required; additional languages are a strong advantage

Contract Term: 12 months, with possibility of extension.

Compensation and Benefits: USD 44,000 - 48,000 USD per annum with an annual fundraising bonus and benefits in line with WFD policy, including paid leave days, sick leave days, national holidays, and a medical allowance.

WHO WE ARE

Women First Digital (WFD) is a fully online femtech organization that meets reproductive needs through safe, accessible, and user-centered digital initiatives that connect users to abortion care, contraception, and provider education. We reach millions of people annually with the accurate information, counseling, and referrals they need to make informed health decisions.

WFD is a great place to work, with a fully remote, diverse workforce spread across the world.

WFD operates the following three platforms:

safe2choose.org – A Global Hub for Abortion Seekers

safe2choose helps people find accurate, stigma-free guidance on abortion pills and services. It provides a range of digital tools, including country-specific legal, medical, and logistic information, testimonials and pregnancy checkers. safe2choose provides hybrid counselling, combining an AI-driven chatbot (Ally) to answer questions quickly with multilingual human counsellors to manage complex cases. For users that need it, we refer to vetted local providers for on-the-ground support.

HowToUseAbortionPill.org – Training Providers

How To Use supports the nurses, pharmacists, and community providers who are often the first point of contact for abortion care. Through simple and accurate online courses How To Use builds the confidence and capacity of providers everywhere to support women through their abortions.

Findmymethod.org – Expanding Contraception Access

Find My Method empowers users to explore, compare, and access modern contraceptive options in a sexy, inclusive way. It combats misinformation and stigma by providing sex-positive information and answering sticky questions naturally and quickly via our AI-driven chatbot (Myka).

WFD is looking for a dynamic and experienced **Senior Business Development Manager** to lead our fundraising, and partnership, and revenue-generation efforts. The Senior Business Development Manager will oversee a team of 2 direct reports.

Responsibilities

a) Fundraising and New Business Models

- Work closely with the Executive Director and HQ team to develop and implement WFD's fundraising strategy to secure additional funds from SRHR donors; explore new kinds of donors in the non-SRH space; prepare concept notes and proposals.
- Organize donor sensitization sessions and webinars to pitch WFD's service offerings across a wide range of stakeholders to grow WFD's funding.
- Identify new funding opportunities, assess donor priorities, and develop strategies to secure funding aligned with WFD's priorities.
- Build strategic collaborations with INGOs, local and grassroots initiatives, rights-based groups etc. to fortify WFD's positioning within the digital SRH field.
- WFD PR - Support WFD positioning and visibility among relevant donor and funding networks by developing appropriate fundraising and communications materials (white papers, case studies, fundraising pitches, videos).
- Represent WFD, as required, at donor meetings, conferences, events, and other relevant forums to build relationships and identify funding opportunities.

b) Oversee Grant Management

- Provide strategic oversight of the secured grants, ensuring alignment with organisational priorities, donor commitments, and expected results.
- Coordinate with programme, finance, and other relevant teams to review performance, budgets, risks, and key deliverables, ensuring timely corrective action where needed.
- Lead strategic relationships with funders, including regular engagement on progress, challenges, organisational priorities, renewals, and new opportunities.
- Oversee donor commitments and reporting requirements, ensuring strong compliance and timely delivery while providing strategic guidance and oversight to relevant teams.

- Lead the identification and development of strategic funding opportunities and partnerships, strengthening existing donor relationships, securing renewals, and supporting long-term organisational growth.

c) Strategic Partnerships

- Serve as the WFD external point of contact with new and existing partners and working groups to discuss WFD's brands, products and strategic priorities.
- Liaise with external partners, both new and existing, to explore potential collaborations to grow WFD's visibility and impact.
- Maintain and update a database of WFD's partners and send out periodic updates (e.g. newsletters).
- Create with the marketing team, aligned with our 2026 strategy and implement an organizational annual plan for events and IEC. Oversee IEC design, usage, and costing.

Skills And Qualifications:

- Master's degree in Business Administration, International Development, Public Health, Communications, or a related field.
- Minimum of 4 years of progressive experience in fundraising, business development, public relations, or partnerships management, preferably in the non-profit or social impact sector.
- Strong background in grant management, including writing proposals, budget tracking, reporting, and donor communications.
- Proven experience managing multi-stakeholder partnerships across diverse regions, including INGOs, and rights-based organizations.
- Strong preference for experience in remote, international, multicultural and multilingual settings.
- Strong interpersonal and communication skills with the ability to work effectively among a highly diverse workforce.
- Strong analytical and problem-solving skills.
- Strong understanding of SRHR (Sexual and Reproductive Health and Rights).
- Fluency in English. Proficiency in Spanish or French preferred.
- Availability to work 40 hours per week (full-time).
- Must have a laptop and a personal phone with a strong and stable internet connection

Contract Type and Term:

This position is offered as a full-time consulting contract.

Application Process:

We invite all interested candidates to apply through the following link [WFD Senior Business Development Manager - 2026 - Google Forms](#) by Friday, September 25th. As part of the application process, you will be asked to submit the following:

- Curriculum Vitae (CV)
- Letter of Motivation outlining how your experience, skills, and professional networks fit with the required job description (1-page maximum).

Please note that only shortlisted candidates will be contacted.