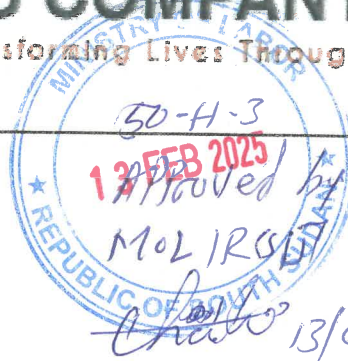


UBUNTU COMPANY LIMITED

Transforming Lives Through Nature



Ubuntu Company Limited is a private company based in South Sudan. The Company seeks to fill the vacancies indicated below with the Head Quarters located in Juba County. Interested and qualified Persons are requested to make a written Job Application and submit the same together with clear photocopies of Academic and Professional Certificates and other relevant Testimonials. Completed applications should reach the Human Resource – Ubuntu Company Limited, info@ubuntu.com.ss, Juba County, Central Equatoria States. Only shortlisted Applicants will be contacted. Ubuntu Company Limited is an Equal Opportunity employer.

Business Manager, JOB SCALE: - 1 POSTS

Terms of Service: Contract

Location: Juba, South Sudan

Position Open Date: 13th February, 2025

Closing Date: 4th March, 2025

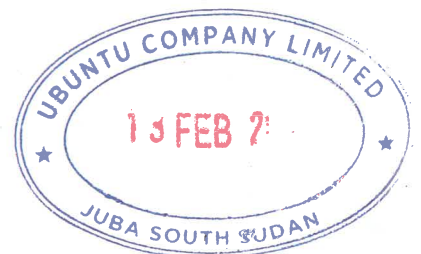
Job Summary:

Ubuntu Company Limited is seeking a dynamic and results-driven Business Manager to oversee and enhance the company's business functions, ensuring efficiency, sustainability, and growth. The ideal candidate will lead key operational areas, including Strengthen market linkage for Shea Butter, maize and sorghum flour value chains; and Improve programs on economic security among the marginalized, poor and underserved farmer's populations for self-reliance through the value chain.

The role requires a visionary leader with a strong background in business operations, project management, and stakeholder engagement.

Key Responsibilities:

1. Business Operations & Strategy Implementation



- Oversee the day-to-day operations of Ubuntu's business activities, ensuring efficiency and effectiveness.
- Develop and implement business strategies to enhance profitability and sustainability.
- Work closely with department heads to optimize processes and improve operational performance.
- Ensure compliance with industry standards, company policies, and regulatory requirements.

2. Resource Mobilization & Fundraising

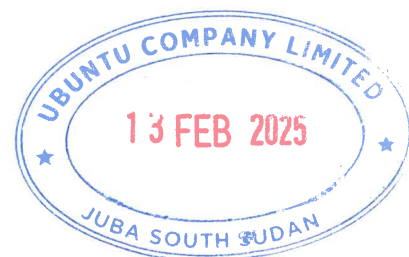
- Develop and execute a resource mobilization strategy to secure funding from donors, investors, and financial institutions.
- Identify and pursue new funding opportunities, including grants, impact investment, and partnerships.
- Build relationships with key stakeholders, including international organizations, government agencies, and the private sector.
- Lead proposal writing and fundraising initiatives to support business expansion and community projects.

3. Program & Project Management

- Oversee the planning, execution, and evaluation of Ubuntu's business programs, including shea butter production, agricultural value addition, and mechanization services.
- Ensure that projects are delivered on time, within scope, and on budget.
- Develop monitoring and evaluation frameworks to measure the impact and effectiveness of programs.
- Coordinate cross-functional teams to achieve project objectives and ensure alignment with company goals.
- Balance cost-effectiveness, quality and price, whilst maintaining innovative ethos

4. Business Development & Market Expansion

- Lead efforts to expand Ubuntu's market reach and competitive analysis for its products, including shea butter, honey, and agricultural services.
- Identify new business opportunities and develop strategic partnerships with local and international buyers.
- Oversee branding, marketing, and sales strategies to enhance visibility and customer engagement.



- Undertake Market quality tests as per drafted standards by the South Sudan National Bureau of Standards.
- Provided technical support during the procurement process, review of tender and design for market constructions, engagement of a contractor and building of market and food storage facilities.
- Strengthen market linkage for Shea Butter, maize and sorghum flour value chains;
- Improve programs on economic security among the marginalized, poor and underserved farmer's populations for self-reliance through the value chain.

5. Financial & Risk Management

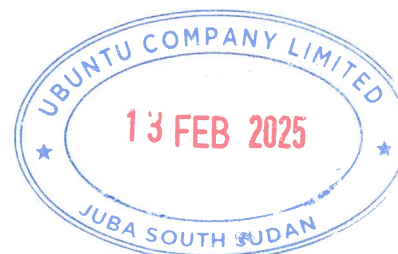
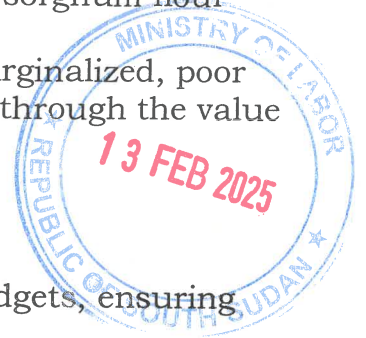
- Work with the finance team to develop and manage budgets, ensuring financial sustainability.
- Monitor financial performance, identify risks, and implement mitigation strategies.
- Ensure proper financial reporting and accountability in all business operations.

6. Team Leadership & Capacity Building

- Provide leadership and mentorship to department heads and team members.
- Foster a culture of innovation, teamwork, and continuous improvement.
- Conduct staff training and capacity-building programs to enhance operational efficiency.

Qualifications & Experience:

- Bachelor's or Master's degree in Business Administration, Economics, Development Studies, Agriculture, or a related field.
- Minimum 3-5 years of experience in business operations, resource mobilization, and program management.
- Proven track record in fundraising, donor engagement, and securing grants or investment.
- Strong knowledge of the agriculture, agribusiness, and value addition sectors.
- Experience in project management, market development, and supply chain management.
- Excellent leadership, communication, and negotiation skills.





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- Ability to work in a fast-paced environment and manage multiple priorities.
- Strong analytical and problem-solving skills.

