

## Job Description: Business Development & Communications Associate | Laterite

Education	BSc or Masters in Management, Marketing, Communications or a related field (Masters preferred)
Experience	Minimum 2 years of relevant professional experience
Language	English (fluent/native)
Pre-requisites	Outstanding writing and organizational skills, ability to synthesize complex/technical information into clear messages, ability to guide and implement our communications strategy
Start date	ASAP
Location	Any Laterite office (preference for Amsterdam, Netherlands)

### About Laterite

**Laterite is a data, research and technical advisory firm that helps clients understand and analyse complex development challenges.**

We define ourselves by our ability to embrace and deploy innovative research technologies and methodologies. We use an anti-disciplinary approach, borrowing methods not only from econometrics but other fields as well. Incorporating these latest innovations in our project work and introducing them to our clients motivates us.

**At Laterite, we are passionate about transforming the way development research is done.** Our mission is to deploy the most innovative research methods to make a difference on development issues. We provide three types of services: i) comprehensive data collection and data processing solutions; ii) research services, from the design of large scale research projects through to analysis; and iii) strategic and technical advice to public and private sector clients.

**Laterite's growing network of offices currently includes the Netherlands, Rwanda, Ethiopia, Kenya, Uganda and India.** Our teams bring together more than 45 full time local and international staff, 500 enumerators across countries, in a dynamic and fun work environment. Laterite works with internationally recognized universities, global think tanks, international NGOs, multilateral donor organizations and several Government ministries and agencies.

### Laterite's model:

1. ***We believe that making a difference is a long-term endeavor that requires being embedded in the local context:*** Delivering high quality research requires building local teams and data collection systems, understanding the context, establishing close working relationships with key players and understanding their constraints and motivations.
2. ***We are rigorous and structured, but not rigid in our choice of analytic methods:*** Our mission is to deploy the most innovative research methods to design effective responses to development issues. We define ourselves by our ability to embrace new technologies and research methodologies in our project work.
3. ***We strive to innovate with every opportunity:*** With every new challenge and opportunity we try to innovate and embrace new technologies, always with the objective of creating new and better ways of conducting research.

You can find out more about Laterite on our website at: [www.laterite.com](http://www.laterite.com)

### Working with Laterite

- Do you want to make a difference?
- Are you passionate about writing?
- Are you at your best when working with a diverse group of researchers?
- Do you want to work in international development?



If yes, then working at Laterite might be a good fit for you. Working at Laterite will provide you with the opportunity to build on your leadership and technical expertise to make a difference on priority development questions.

### **Position Description & Key Responsibilities**

**As a Business Development and Communications associate you will:**

1. **Scope business & research grant opportunities.** Support Laterite's growth by pro-actively tracking new opportunities for projects & research grants. Help us generate momentum and raise funding for some of our own innovations.
2. **Manage and coordinate the development of technical proposals.** Coordinate the development of outstanding technical proposals and make our approach to business development more efficient.
3. **Make our research more impactful.** Review the messaging and presentation in our final reports and help develop policy briefs to increase the impact of our research. Continuously help us think through how we can maximize the impact of our research by better targeting our communication.
4. **Develop & monitor the implementation of Laterite's communications strategy.** This communications strategy should cover various mediums such as our website, digital/social media, events, conference, op-eds and outreach for recruitment purposes. It will help increase our visibility, attract great talent and deliver more impactful research.
5. **Produce content to implement Laterite's communication strategy.** Initiate and produce content for communications (in particular for our website, digital communications and op-eds).

You will work very closely with researchers and Laterite's senior management team across offices. You will have a voice in project selection, corporate strategy, process improvements, and structuring Laterite's research agenda. You will serve as role model for the team, actively promote our corporate culture and help us as an organization achieve our mission.

### **Profile**

You are passionate about international development and writing. You have a Bachelors or a Master Degree related to management, marketing, communications or related, with at least 2 years of relevant professional experience. You have an analytical mindset. You can quickly grasp research concepts and understand policy challenges. Ideally, you have worked on international grant writing. You have solid project management skills and can manage a portfolio of activities, in a fast-paced environment, where timelines can often be unpredictable. You are able to effectively communicate internally and externally in English. You can motivate our teams, promote our corporate culture and drive innovation at Laterite.

### **Compensation**

Competitive with similar roles in other consulting and research organizations. Benefits include generous leave, international health insurance, medical evacuation and individual/team bonuses.

### **Application Process**

Please complete the following application: <https://form.jotform.me/90454001535447>, including a CV, cover letter and a short writing sample within the link. Applications are reviewed on a rolling basis so we encourage you to apply ASAP.