Business Development Officer

for **ARK**, award-winning social innovator
full-time, permanent; based remotely (as long as you have stable internet and mobile signal)

We want a badass who wants to make an impact working with rural communities towards food security and self-sustainability

As ARK's Business Development Officer, you will:

- create impact and provide support to the CEO and Development Team to achieve revenue targets that will fuel ARK's growth and mission. You will help develop decks and proposals.
- sharpen your strategic thinking and fuel your curiosity as you develop the best form of engagement, pitch and partnerships together with the Development Team through strategy calls and research work.
- provide support and execute marketing campaigns and engagements, and make it fun, unforgettable, and impactful
- help the team in creating visibility and developing marketing and PR strategies for ARK in sharing our story and getting the word out on our impact
- be part of a growth organization as you grow our network of champions who want to catalyze and co-invest with rural communities
- meet game-changers and drum up cool ideas, as you work with a global team and network from Manila to NYC
- grow and further your dreams

You will love the work if you

- are positive, full of energy, enjoy connecting with people and crafting win-win relationships
- are a go-getter, independent, loves to collaborate and get things done. You are confident that you have done your research and developed collateral to support the CEO and Development Team in securing grants and partnerships.
- are resourceful, curious, analytical and love to forge strong partnerships and share impact stories. You are your friends' go-to person to scour the internet to get that critical, must-know information and to organize and plan your beach trips.
- are organized and determined. You love keeping track and being on top of our timeline and schedules to reach our goals. You have basic knowledge of tracking and analyzing revenues and expenses.
- want to apply your skills to create impact. You must have at least 2 years of experience in business development and/or fundraising.
- thrive in a growing, changing, and entrepreneurial environment. You are good at multitasking, a team player and love wearing multiple hats.

ARK

Want in?

Email us at **join@ruralkids.org**
Subject: "I want to join the badass team as a Business Development Officer"; we prioritize who emails first! Our candidacy process includes the opportunity to join ARK for a week or two, and see if it's a fit for you!

Tell us about yourself.

On your email please include your:

1. resume
2. letter – that sheds light on:
    a. What aspect of ARK or the programs do you really like?
    b. What of your talent and experience do you want to contribute?
    c. What do you want to learn, gain or achieve in your tenure with us?
    d. How will working with ARK bring you closer to your dream or help you in your next venture say in 2 years or 5 years time?
    e. What failure in your personal or professional life that you experienced do you still think of until today? What lessons did you learn and how did you get up from your stumble?
    f. What are 3 things that your friends love about you? What do they all wish you would grow into?
    g. the blanks (please fill in):
        i. My heart skips and sings when "_____".
        ii. When the going gets tough, I " _____"
        iii. I need _____ first thing in the morning, no matter what.
    h. Your earliest availability for an interview and a start date
3. Portfolio of work or narrative of the impact that you have made, cannot forget, and want to share

ARK solves with rural communities to create a path to secure their food, kids' schooling and a sustainable future. Our claim to fame is our innovative P2.50 school lunch, the world's first & only self-sustaining school lunch. As the pandemic closed down schools and made communities at-risk for hunger and strife, ARK pivoted and created Feed Back - a neighborhood vegetable exchange. This program enables communities to source their food from within and generate excess to sell to nearby villages and towns. Join ARK at the leading edge of social impact: believe in our partners, create markets, and solve for true sustainability and a clear exit.