

## **Business Development Officer, Full-Time Position Based in Bali**

Headquartered in The Netherlands, MDF is a global training and consultancy organisation with more than 40 years of experience specialising in results-based learning, advisory services, organisational and institutional development, and monitoring and evaluation learning across the development -, private-, and public sectors.

MDF's 20 years presence in Indonesia builds strong experience in the region's dynamic development sector. Post COVID-19, we have seen greater demand for technical assistance to achieve ambitious high-impact programmes in the region. With an array of strategic fundings from prominent funders, and noting the importance of how MDF positions ourselves amid these opportunities, MDF invites eligible applicants to join our Indonesia office in Bali as our Business Development Officer.

### **Business Development Officer with extensive experience in proposal development, client/partner relations, and consulting services**

#### **Job Description:**

- Undertake acquisition efforts for national and regional projects/programmes in the development sector, such as identifying and analysing strategic opportunities (tenders, medium-long term assignments/grants).
- Develop well-written, MDF-aligned, and critical proposals.
- Build relations with national, regional, and international client/partners
- Manage and develop appropriate marketing strategies for acquiring training and consulting services

#### **Core Competencies:**

- Opportunity identification and market intelligence: able to identify growth opportunities, analyse market, and translate insights into actionable leads. Proactively tracks donor pipelines, funding windows, and policy priorities; translates intelligence into viable business opportunities.
- Relationship building & stakeholder management: strong interpersonal skills to build, maintain, and grow relationships with clients, partners, and internal teams. Build and maintain strong relationship with bilateral and multilateral donors, development banks, foundation, government counterparts, and implementing partners.
- Strategic positioning: contributes to win strategies, partner mapping, and positioning ahead of tenders and calls for proposals.
- Proposal development & coordination: coordinates inputs from technical experts and partners to produce high quality Expressions of Interests, concept notes, and technical proposals.
- Adaptability & Learning Agility: responds well to market changes.

#### **Qualifications:**

- Education: Bachelor's degree in Business, Marketing, International Relations, or a related field.
- Professional Experience: 3-5 years of experience in business development, partnerships, consulting within the international development or public sector context.
- Donor familiarity: Hands-on experience working with major donors such as the EU, World Bank, ADB, GIZ, FCDO, UN agencies, ASEAN Secretariat & Sectoral Bodies, GGGI, etc.
- Bidding & Proposal Experience: Proven involvement in preparing EOIs, concept notes, and technical proposal for competitive donor-funded assignments.
- Language Skills: Excellent written, reading, and spoken English and Bahasa Indonesia.



- Systems & Tools: Proficiency in MS Office 365, CRM systems, donor portals and proposal management tools is an advantage.

**What we offer:**

MDF offers a collaborative, learning-driven environment grounded in our 40-years of results-based management and experiential learning practice. You will work with diverse international teams on **impact-focused development assignment**, strengthen your expertise in **results-based approaches and proposal development**, and contribute to meaningful change across sectors and regions. Gain the opportunity to grow your professional abilities in Bali, Indonesia; an ideal environment to get in touch with local nature and culture. MDF encourages initiative, continuous learning, and professional growth while upholding strong values of integrity and inclusion.

**Apply Now to Join our Team!**

Application Guidelines:

Please email your updated **Curriculum Vitae (max. 4 pages)** and **cover letter** to [mdfpi@mdf.nl](mailto:mdfpi@mdf.nl), with the subject: [Full Name] *BDO MDF PI Application*, addressed to Mr. Bart van Halteren, Asia Director, MDF Pacific Indonesia no later than **January 20, 2026**.

\*Candidates who do not meet the above requirements or freelance submissions are strongly requested not to apply.

**Equal Opportunity Statement**

MDF Asia is committed to diversity, equity, and inclusion. Qualified experts are encouraged to apply regardless of gender, nationality, disability, or background.



## Europe

### **MDF Netherlands**

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## Africa

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