BANQUE D'INVESTISSEMENT ET DE DÉVELOPPEMENT DE LA CEDEAO
ECOWAS BANK FOR INVESTMENT AND DEVELOPMENT
BANCO DE INVESTIMENTO E DE DESENVOLVIMENTO DA CEDEAO

The ECOWAS Bank for Investment and Development (EBID), headquartered in Lomé, Togolese Republic, invites applications from suitably qualified candidates for the position of Business Development Manager, to be filled through international recruitment in accordance with the specifications set out below:

Position	Mission	Qualifications
Business Development Manager **(Grade P4)**	**Objective** To develop and implement business development initiatives that expand the Bank's financing activities, strengthen strategic partnerships and generate a sustainable pipeline of bankable projects across member countries. The position will identify investment opportunities, build relationships with prospective clients and partners, and coordinate the progression of qualified opportunities to the relevant operational departments, in line with the Bank's strategy, development mandate and risk appetite. **Key Responsibilities** • Develop and implement business development plans targeting priority markets, sectors and clients aligned with the Bank's strategic objectives. • Recommend growth initiatives, monitor performance against targets and propose corrective actions. • Develop institutional partnerships and explore co-financing, syndication and risk-sharing opportunities with relevant teams. • Prepare partnership proposals and cooperation arrangements for approval and monitor implementation. • Analyse market and sector developments and prepare recommendations to guide business development. • Prepare reports, maintain accurate records and coordinate cross-departmental follow-ups on financing opportunities. • Perform other duties assigned by the supervisor or Management.	**Qualifications** ▪ A master's degree in finance, Economics, Business Administration, Banking, International Business or a related discipline. ▪ A relevant professional qualification in finance, investment or banking would be an advantage ▪ A minimum of eight years of relevant experience in business development, corporate banking, investment banking, project finance or development finance. ▪ At least three years of experience managing business development initiatives, strategic client relationships or transaction origination. ▪ Demonstrated experience identifying financing opportunities and developing a qualified project pipeline. ▪ Experience engaging public and private sector stakeholders and negotiating institutional partnerships. ▪ Knowledge of West African markets and experience working across countries would be an advantage.

❖ **OTHER REQUIREMENTS**

- Be a national of West African Country
- Possess excellent computer skills, particularly in Microsoft Word, Excel, Access and PowerPoint.
- Be proficient in English and French. Knowledge of Portuguese will be an added advantage.

❖ **APPLICATIONS MUST INCLUDE THE FOLLOWING**

- A detailed curriculum vitae;
- A cover letter;
- Copies of academic and professional certificates;
- A copy of a valid identity card or passport;

Interested candidates must submit their applications by email to recrutbidc@bidc-ebid.org no later than 30th December 2026, using the subject line: 'Application – Business Development Manager'.

Applications from suitably qualified female candidates are strongly encouraged. Only shortlisted candidates will be contacted.