JOB OPPORTUNITY: BUSINESS DEVELOPMENT MANAGER - PUBLIC TRANSPORT MAPPING - FULLY REMOTE

About Trufi Association
We are Trufi Association e.V., named after minibuses in Bolivia. Our mission is to make informal public transport in emerging cities and the megacities of tomorrow more attractive and accessible. We are an international NGO registered in Germany. We enable city authorities and local entrepreneurs to deploy a truly user-friendly multimodal journey planner app. We offer an open-source platform for localised multimodal journey planner apps that integrate official public transport, informal minibus routes and other transport systems like taxis. Our Trufi app supports any language, even local dialects, and runs on Android and iOS. Our first Trufi app launched in Cochabamba (Bolivia) and it is now available in Accra (Ghana), Duitama (Colombia) and Addis Ababa (Ethiopia); pilots currently beta-run in Manila (Philippines), and in La Paz, El Alto and Tarija (all in Bolivia) - and many more cities are preparing for a launch.

About the role
We are in full expansion mode and seek to make our products relevant for cities around the world and for its inhabitants. We want to convince international NGOs to support the roll-out of our open-source products to improve public transport by making journey planning easier for transport users, and city planning more data driven for transport officials. We want to convince cities that their users can use public transport more effectively. We want to win local entrepreneurs and communities for Trufi to build up their business on it. The business development manager will work hand-in-hand with the Marketing & Communications Expert and Administrative Coordinator and will directly report to the Executive Board.

Your responsibilities and tasks
- Build and maintain strong relationships with relevant funders, donors and international NGOs such as AFD, GIZ, WRI, WB, EU and other Trufi partners from the mobility sector (e.g. Transitec, Mobility.IO, Jungle Bus)
- Convince the relevant decision makers to include informal public transport mapping and Trufi’s services as a core component of their project design and grant proposals
- Lead the proposal development process within Trufi, in collaboration with our volunteers in 20+ countries
- Work with partners to design scalable, sustainable, and effective informal public transport mapping projects. This includes building relationships, co-designing
projects, preparing budgets, and writing concept notes; develop an effective sales process in support

- Become a thought leader within and outside the organisation in terms of our work
- Help represent Trufi at relevant events and conferences
- Fundraising
- Establish complete MaaS solutions/platforms together with partners

Why we love working for Trufi

We give millions of people access to the most convenient public transport options for getting from A to B, and we do this to empower their lives and help with climate change mitigation in line with SDG 11.

Our approach is built on passion, initiative and ideation. We are a growing virtual community of supportive and passionate colleagues located around the world. Most of us are volunteers and we appreciate that we can put bold ideas and out-of-the-box thinking into action. We have a clear strategy to deliver impact at scale and to maximise the impact of our work.

We give each other the support to learn and grow personally and professionally through our successes and the challenges we face. We use Slack, GSuite, Trello, and GitHub to collaborate effectively, and we have numerous rituals to stay connected and mission-driven.

Your application

Apply now on this Google Form and send your CV to jobs@trufi-association.org.

- Apply until: August 8, 2021
- Job start date: September 1, 2021
- Payment negotiated
- Part-time job: 2 or 3 days/week, fully remote
- Internal applications favoured.