



JOB OPPORTUNITY

The Aga Khan Development Network (AKDN) is a group of development agencies with mandates that include the environment, health, education, architecture, culture, microfinance, rural development, disaster reduction, and the promotion of private-sector enterprise and the revitalization of historic cities. AKDN agencies conduct their programmes without regard to faith, origin, or gender.

The Aga Khan Foundation in Syria seeks to employ a full-time **National Lead, Business Development for Accelerate Prosperity** for its office in Salamieh or Damascus. The base station (location) is subject to negotiations.

Accelerate Prosperity initiative (AP) is a new initiative of the Aga Khan Development Network launched in 2016 jointly promoted by Aga Khan Foundation (AKF) and the Aga Khan Fund for Economic Development's Industrial Promotion Services (AKFED-IPS). AP's overall mandate is to create an inclusive and prosperous society powered by entrepreneurs. Through a mix of technical support and tailored financing for start-ups, small and growing businesses (SGBs), AP facilitates entrepreneurship, employment, especially for youth and women and socio-economic development within its relevant geographies.

JOB SUMMARY:

The National Lead, Business Development at AP is responsible for playing a lead role in ecosystem development, building institutional partnerships, expanding co-working spaces, growing the AP alumni network, and managing resource mobilization, donor engagement, and narrative grant reporting. The incumbent will report directly to the AP Country Director and indirectly to the AP Technical Assistance Lead (Global).

ROLES AND RESPONSIBILITIES:

➤ Institutional Partnerships & Ecosystem Development:

- Identify and build partnerships with ecosystem enablers (incubators, accelerators), financial institutions, universities, research organizations, and private sector partners.
- Facilitate collaborative programming and co-hosted events to strengthen AP's visibility and positioning within the Syrian entrepreneurship ecosystem.
- Contribute to knowledge sharing and broad ecosystem development initiatives across relevant geographies.
- Design new operational concepts and comprehensive proposals for donors, managing associated donor engagement effectively.

➤ Grants Management and Reporting:

- Develop and submit comprehensive quarterly, bi-annual, and annual narrative progress reports to donors on various active grants.
- Coordinate and facilitate visits of various donor delegations to AP beneficiaries and project sites.
- Prepare and submit detailed data and insights reports for internal management reporting in alignment with AP's in-house data management plan.

➤ **Alumni Community Development & Engagement:**

- Design and execute a structured, national AP Alumni Community Strategy.
- Organize regular networking events, thematic meetups, and sector-specific forums to sustain engagement.
- Develop interactive engagement formats including peer learning circles, founder-to-founder exchanges, demo days, and community showcases.
- Promote collaboration, trust, and business linkages among alumni entrepreneurs, ensuring the proactive inclusion of youth, women, and underserved innovators.

➤ **School of Mentors & Trainer Capacity Building:**

- Develop and execute a national School of Mentors in Syria in close collaboration with strategic partner institutions.
- Recruit, onboard, and manage a high-caliber pool of local and international mentors to support the AP technical assistance team.
- Design structured mentorship frameworks aligned with business lifecycle stages, including pre-incubation (idea validation), incubation (launch support), and acceleration (growth and scaling).
- Monitor coaching effectiveness through systematic feedback loops and performance tracking metrics.
- Develop and deliver onboarding programmes, toolkits, and standardized materials for external trainers and facilitators regarding AP's model and cohort designs.

➤ **Co-working Space Development & Management:**

- Support the strategic design and operationalization of AP co-working spaces in key Syrian cities (e.g., Damascus, Salamieh).
- Develop robust business plans, membership models, community programming, and long-term sustainability frameworks for the spaces.
- Oversee space utilization strategies to ensure locations function as vibrant community hubs, delivery platforms for AP programmes, and safe, inclusive environments for women and youth.

QUALIFICATIONS AND REQUIREMENTS:

- The applicant must have a Bachelor's Degree in Business Administration, Entrepreneurship, Economics, Development Studies, or a related field.
- Minimum of 3–5 years of experience in entrepreneurship support programmes, community building, ecosystem development, startup incubation/acceleration, or business development.
- Proven track record in successfully designing and managing mentorship programmes, institutional partnerships, and donor-funded grants.
- International exposure (via education or professional experience) is highly preferred; experience working within fragile or emerging markets is an advantage.
- Strong facilitation, training, analytical thinking, and communication skills, with the ability to engage diverse stakeholders effectively.
- High integrity, accountability, cultural sensitivity, and a strong commitment to inclusion and ethical professional standards.
- Fluency in both English and Arabic is required.



Safeguarding Commitments:

AKF is committed to maintaining the highest standard of ethical behaviour among its staff, representatives, and partners to make sure of doing no harm to the beneficiaries and whom dealing with. In line with this commitment, the incumbent to this position must adhere to the AKF Code of Conduct and the relevant Safeguarding policies.

Interested male and female applicants are required to apply exclusively via this [link](#).

Deadline for applications submission is Monday, July 27th 2026.

Only shortlisted candidates will be contacted

