

Apply today and you could be...

## A Small Business Adviser with the Business Development Service Centre in Lilongwe, Malawi

### What's the context and purpose of the role?

Malawi continues to suffer from acute maize shortages and chronic under-nutrition, with small-scale farmers, female-headed households and people living with HIV and AIDS facing the greatest risks. VSO volunteers are working towards food security for these vulnerable groups, ensuring families can feed themselves and are able to earn an independent and sustainable income. As a Small Business Adviser you'll support a new local business development centre in Lilongwe. The centre provides business development training, advice and services to individual farmers, farmer associations and other small enterprises in all areas of small business development.

### What does the role involve?

- Mentoring and supporting the centre manager in the development of services and management systems at the centre
- Providing business advice, training and support to small enterprises, through the development of business plans and proposals, bookkeeping and accounting services
- Identifying and extending information to new client groups that could benefit from the services offered by the centre
- Developing relationships with finance institutions and other relevant stakeholders



### What skills, experience and personal qualities are needed for the role?

You'll need a degree level qualification in business, finance or other relevant subject with at least 3 years' small business experience. Ideally you will have been involved in a business-start up before and have experience in providing accounting services and/or business development advice to small enterprises. You'll need to be a strong team-player, able to work with others at all levels, from heads of finance institutions to small enterprises. Flexibility, patience and a good sense of humour are essential to help you adapt to a new cultural way of working.

### And the rest...

Landlocked Malawi is situated in south-eastern Africa, bordering Tanzania, Mozambique and Zambia. Its area is one-fifth covered in water and magnificent Lake Malawi is Africa's third largest lake with an astounding sub-aqua life - it can feel a bit like snorkelling in an aquarium! You'll be based in Lilongwe, Malawi's capital. There are two well-stocked supermarkets in town and several market areas with a wide range of fresh foods, clothes, second-hand shoes and household equipment. Lake Malawi is around 1-2 hours' drive from Lilongwe, so it's a popular option for weekends away.

We'll ask you to commit to 12- 24 months to make a sustainable contribution to our development goals. In return, we'll give you comprehensive financial, personal and professional support. We'll provide you with extensive training before your placement, and our financial package includes a local salary, return flights, accommodation, insurance and more. When you return to your home country, we'll help you to resettle and many of our returned volunteers stay involved with us long after their placement ends. [www.vso.org.uk/volunteering](http://www.vso.org.uk/volunteering)