

JOINT CLINICAL RESEARCH CENTRE

JOB ADVERT



The Joint Clinical Research Centre (JCRC) is an indigenous medical organization that was established in 1991 as a limited liability not-for-profit Joint-venture between the Uganda Ministry of Health (MoH), Ministry of Defense and Makerere University Medical School (now Makerere University College of Health Sciences). JCRC is located on plot 101 Lubowa Hill Off Entebbe Road P.O. Box 10005 Kampala.

Joint Clinical Research Centre seeks to recruit a dynamic, motivated and innovative candidate for the following position;

Job Title: Business Development Manager

Reports to: Deputy Executive Director-Finance & Operations

Site: JCRC- Lubowa.

Job Purpose;

The Business Development Manager will drive strategic growth initiatives and lead efforts geared towards resource mobilization, partnership development, and market expansion. The role involves identifying new business opportunities, supporting proposal development, and strengthening JCRC's sustainability efforts in alignment with its research and healthcare mandate.

Specific duties and responsibilities;

Strategic Planning:

- a) Develop and implement JCRC's business development framework and long-term sustainability strategies.
- b) Lead the development and periodic review of the Strategic and Operational Plans.
- c) Analyze national and global trends to identify growth opportunities aligned with JCRC's mandate and spearhead business proposal development.

Partnerships & Resource Mobilization:

- a) Build and maintain strategic partnerships to support resource mobilization, funding, and collaboration.
- b) Provide technical assistance in project proposal development across JCRC and its Regional Centres of Excellence.
- c) Support relationship management with donors, funders, and private sector partners.

Innovation & Market Development:

- a) Investigate and develop value propositions for new services and products.
- b) Support the introduction of new offerings to market and expansion into untapped sectors.

- c) Grow JCRC's client and partner base by enhancing the value of existing services and attracting new business.

Revenue Growth & Sustainability:

- a) Promote and monitor initiatives that increase self-generated revenue and cost-efficiency.
- b) Benchmark industry best practices for sustainable healthcare and research funding models.

Qualifications and skills required;

1. Master's in Business Development or Public Health.
2. Degree in Finance, Business Development.
3. At least 3 years as a Business Development Manager in a busy institution.
4. Demonstrated experience in grant writing, publications and presentations.
5. Knowledge of Clinical and Research Operations.
6. Must have advanced computer skills, particularly spreadsheets & data bases.
7. Must have excellent communication skills, both oral and writing skills.
8. Must have Strong strategic thinking and problem-solving abilities.
9. Should be with Proven ability to build partnerships and influence stakeholders.
10. Must be Results-driven and highly organized.

Application Procedure

- All applications should be addressed to The Manager Human Resource & Development Joint Clinical Research Centre via jobs@jcrc.org.ug.
- Applicants are STRICTLY advised to apply with a cover letter and CV combined in one PDF document not exceeding six pages, quoting clearly the Position in the subject line e.g. Project Manager-Clinical Research.
- Label the PDF document with your full name.
- Failure to follow the above application procedure will lead to automatic disqualification.

Deadline: Friday 15th August, 2025 at 5:00pm.

Note: JCRC is an equal opportunity employer. Any attempts of influencing the recruitment process will lead to automatic disqualification.