



Business Developer

The position

We are seeking a dynamic and entrepreneurial Business Developer to lead GTI's private sector growth initiatives, expand partnerships, secure sustainable funding streams, and communicate with our diverse range of partners. This role is ideal for a professional who thrives at the intersection of data, public policy, and relationship-building. You will play a central role in strengthening our product portfolio for businesses use cases while preserving our intellectual independence and research integrity.

Duration: Indefinite, with 3 months' probation period

Working time: Full time (part-time arrangements negotiable)

Salary: 750 000 - 1 200 000 HUF gross full-time per month (in line with experience) plus performance-linked bonus

Expected start date: July 2026

Location: Budapest, office-based with flexible home office options

Key Responsibilities

- Co-design and implement a comprehensive business development strategy aligned with the organization's mission and core thematic focus.
- Independently identify and develop partnerships with private sector clients and corporations. Support the Management in maintaining existing relationships with international organizations and government agencies.
- Build and manage a robust pipeline of corporate partnerships on the back of GTI's database of partners and data users.
- Communicate complex research results to diverse audiences in a clear and creative manner, using social media such as LinkedIn, client presentations, and other materials.
- Participating and presenting at international conferences and events.

Required skills and qualifications

- Master's degree in public policy, International Relations, Business, or related field is required.
- 3+ years of experience in business development, fundraising, or strategic partnerships — preferably within think-tanks, consulting firms, or start-ups.
- Proven track record of securing institutional funding and managing high-value partnerships.
- Exceptional writing, negotiation, and presentation skills in English. Working knowledge of other languages such as German, Spanish or French is an asset.
- Good understanding of data and research landscape.



- High level of professionalism and commitment to evidence-based policy making and government accountability.

What we offer

- Opportunity to shape the growth trajectory of a mission-driven think-tank.
- Engagement with influential policy and business actors around the globe.
- Competitive compensation package.
- Flexible working arrangements.
- A collaborative, intellectually stimulating environment committed to real-world impact.
- Friendly and supportive work environment.

How to apply

Please submit your application package by **31 May 2026 23.59 (CET)** consisting of

- **CV (max. 2 pages),**
- **short motivation letter (half page) in English, briefly highlighting relevant experience to info@govtransparency.eu.**

Selection process

Applications are assessed on a rolling bases starting from the 31.05.2026. Shortlisted applicants will be invited to an interview in June 2026.

Enquiries may be sent to Tímea Sutus-Juhász at info@govtransparency.eu.

The Government Transparency Institute

The **Government Transparency Institute** is a non-partisan think tank committed to promoting good governance globally. GTI operates independently from political parties or special interest groups thanks to its diversified portfolio consisting of European research funds, government contracts, and data provision services. Our interdisciplinary research spans political science, economics, law, and data science, with the goal of understanding and improving governance quality.

The aim of the Institute is to better understand the causes, characteristics, and consequences of low-quality governance with interdisciplinary analysis, drawing on political science, economics, law, and data science. We regularly work with the World Bank, IMF, the European Commission, Transparency International, Tax Justice Network, the UNDP, and a range of national governments from countries such as Sweden, Jamaica or Kenya. Our data and research have been featured by leading global institutions and cited in outlets such as The Economist, The Wall Street Journal, and Deutsche Welle.

GTI started as a cooperation among like-minded researchers in 2015, but it has been building a professional organizational structure during the last five years. We operate with around 20 permanent staff of executives, senior and junior analysts who work together as a close-knit team, supporting



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each other closely. As part of our analytics work, we created a complex data pipeline of regularly collecting contracting information for over 2% of annual world GDP. As part of our mission to serve the public good, we make most of this data available for stakeholders on a non-commercial basis. We also built a wider network of academics, policy analysts, software developers and journalists which we can draw on to ensure flexibility in terms of resources and skills needed for different projects.