Chief Partnership and Strategy Officer

Start Date: Q2 2018, 40 hrs p/w. (competitive salary)
Location: Amsterdam, the Netherlands
Contract: Indefinite

Position summary and job purpose

The Chief Partnership and Strategy Officer (CPSO) is responsible for developing and implementing GRI’s partnerships-focused strategic growth plan and building the organizational capacity and culture to ensure its success. The CPSO is also responsible for meeting the organization’s annual fundraising goals, expanding its major donor program, and growing and diversifying its funding base. The CPSO leads a department of two experienced directors and respective teams that manage GRI development activities and regional strategy and offices (regional hubs and offices in 11 locations). He/she engages with management on expanding the funding base in line with the evolving needs and strategy of the organization. The CPSO serves as a member of the Executive Team and has joint responsibility to develop the medium and long term strategic and tactical direction for GRI. The CPSO reports to the Chief Executive.

Job responsibilities

- Develop and implement a long-term strategy for GRI’s organizational partnerships including development of the organizational capacity and culture to ensure its success.
- Develop and implement medium-term (2018 – 2022) fundraising strategy and goals.
- Develop and implement a long-term strategy to strengthen GRI’s grant financing through a comprehensive, diversified development strategy including institutional, foundation and individual donors.
- Develop and implement a long-term strategy to strengthen and grow GRI’s network of Regional Hubs around the world.
- Engage deeply in GRI’s strategies, people, programs and plans to represent the organization to partners and potential funders.
- Serve as an effective spokesperson for GRI on an international basis.
- Lead and engage the executive team, including the Chief Communication Officer - in developing effective messages for donor audiences.
- Manage the department including line management of two directors in charge of the institutional fundraising and of the regions/grant implementation respectively.
- This position will require up to 30% international travel.

Essential skills and capabilities

- Demonstrated skill in strategic relationship management, including assessment of mutually beneficial relationships and funding opportunities.
- Demonstrated experience and personal passion for advancing Sustainable Development.
- Understanding of GRI’s vision, mission, history and multi stakeholder governance.
• Hands-on creative person with the ability to think strategically and act tactically.
• Ability to balance attention to detail with big-picture thinking.
• Inspiring, passionate (about sustainability), curious and open minded.
• Results oriented and capable to harness creativity into implementable, fundable activities.
• Demonstrated financial awareness; controls costs and understands the basics of P/L management.
• Ability to make linkages between Finance, HR, Legal and IT, and wider GRI issues.
• Demonstrated capability to work under pressure and meet deadlines and fundraising targets.
• Working knowledge of global ethical fundraising legal frameworks and practices.
• Strong leadership and management skills with ability to delegate, train, coach and motivate staff.
• Excellent written and verbal English language communication skills (knowledge of other languages is an advantage) with direct experience in working with and presenting to Boards.
• Excellent interpersonal, influencing and negotiating skills, to develop effective long-term relationships with internal and external stakeholders.
• Strong integrity, ethics and professionalism: accurate, reliable and knows how to deal with confidential information.
• Collaborative management and working style with a diverse workforce; strong mediating skills.
• Entrepreneurship: Offer fresh, innovative ideas and approaches that create market and brand value.
• Coaching and Mentoring: Provide timely, clear guidance to help others excel in their roles.
• Establish Strategic Direction: Commitment to a long-range course of action to accomplish a vision taking into consideration resources, constraints, and organizational values.
• Organizational Awareness: awareness of developments, governance structures and politics.
• Accurate Self-Insight: Demonstrate an awareness own strengths and development needs, as well as the impact of own behavior on others.
• Able to work in an international and multi-cultural setting.

**Required experience**

• 10/15+ years of demonstrated success establishing a partnerships-focused strategy.
• Experience in corporate, governmental, and individual fundraising. Extensive experience with foundations and private fundraising strongly preferred.
• Experience working in international non-profit organizations (> €10 million), as well as in a global and multi-national environment. Experience from both private and non-profit an advantage.
• Experience with multi-lateral agency grant reporting and management necessary.
• Existing strong network of potential partners and funders, essential.
• Experience operating in multiple regions and countries highly preferred.
• Experience in sustainability, corporate responsibility and corporate disclosure preferred. Knowledge and understanding of sustainable development, the role of private sector and governmental donors, and their link to transparency preferred.
• Knowledge of, and interest in, global and local sustainability themes (e.g. SDGs, climate change, and geo-political agendas).
• Track record of operational leadership in a senior role in a complex, international organization.
• Experience of successfully working with Board of Directors and senior management to deliver strategic objectives.
• Bachelor's degree required, advanced degree preferred.
About GRI

GRI is an international independent organization that has pioneered corporate sustainability reporting since 1997. GRI helps businesses, governments and other organizations understand and communicate the impact of business on critical sustainability issues such as climate change, human rights, corruption and many others.

With thousands of reporters in over 90 countries, GRI provides the world’s most trusted and widely used standards on sustainability reporting, enabling organizations and their stakeholders to make better decisions based on information that matters. Currently, over 40 countries and regions reference GRI in their policies. GRI is built upon a unique multi-stakeholder principle, which ensures the participation and expertise of diverse stakeholders in the development of its standards. GRI’s mission is to empower decision-makers everywhere, through its standards and multi-stakeholder network, to take action towards a more sustainable economy and world.

Our Vision: A thriving global community that lifts humanity and enhances the resources on which all life depends.

Our Mission: To empower decisions that create social, environmental and economic benefits for everyone.

How to apply
Interested candidates are invited to submit their resume and letter of interest in English to recruitment@globalreporting.org. The deadline to submit an application is 12.00 noon (CET), Friday 19th January 2018. GRI appreciates all expressions of interest, however only short-listed applicants will be contacted.

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