Business Development Manager for the GRI Corporate & Stakeholder Engagement team

Start Date: ASAP, 40 hrs p/w. (€ 40,000.-/€ 45,000.- gross p/y on full time basis)
Location: Amsterdam, the Netherlands
Contract: 1 year initially – extension by mutual consent

Position summary and job purpose
The post holder will be working within the Corporate & Stakeholder Engagement Team, to create new relationships, grow and maintain existing relationships with a regional portfolio and to generate awareness, feedback and revenue for GRI. You will report to the Director of Corporate & Stakeholder Engagement and work closely with the team to ensure strong and dynamic external relations that contribute to GRI’s mission. The position requires travelling internationally.

You love the thrill of new business and the recognition from contributing to GRI’s mission and growth. You are up for talking to C-level decision-makers. Your primary responsibility is to build and expand relationships with key accounts and grow awareness, engagement and revenue. You are always on the lookout for new potentials to join our programs. The role is very outward facing and you will be the new business lead for GRI in a specific region, generating leads and nurturing existing contacts.

Job responsibilities
• Develop new business opportunities within your own regional portfolio for GRI products (GRI Community, CLG’s, alignment and premium services).
• Working towards financial targets to increase the number of members (for the GRI Community and CLG’s) and the number of customers (for alignment and premium services) within a regional portfolio.
• Expand and build professional relationships with existing and new key accounts other key organizations and potential funders, within a regional portfolio.
• Manage important departmental projects including e.g. Corporate Leadership Groups, local engagement programs and GRI Community services including budgetary responsibility
• Prepare project and (GRI) strategy related documents including delivering project-related updates
• Acts as spokesperson for GRI, when and where this responsibility has been delegated
• Other duties as requested

Key competencies / Requirements
• Proven track record of successful sales and target achievement
• Proven work experience as a Business Development or Commercial Manager
• A bachelor’s degree in sustainability, international relations, international development, business, management, economics or related fields would be an advantage.
• Customer orientated; intercultural experience is key
• Ability to listen, interact, communicate and explain ideas clearly
• Native speaker level fluency in written and spoken English, and preferably highly proficient in one or more other language(s) like German or French
• Proven track record of project management and monitoring skills
• Effective written communications skills
• Familiarity with sustainability issues and sustainable development agenda
• Experienced public speaker
• Able to work in an international and multi-cultural setting
• Affinity with the mission and vision of GRI

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 future where sustainability is integral to every organization’s decision-making process.
Our Mission: To empower decision makers everywhere through our sustainability standards and multi-stakeholder network, to take action towards a more sustainable economy and world.

How to apply
Interested candidates, eligible to live and work in the Netherlands, 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), Monday 09 March 2020. GRI appreciates all expressions of interest, however only short-listed applicants will be contacted.

GRI, Attn. Human Resources
Visitors’ address: Barbara Strozzielaan 336, 1083 HN, Amsterdam, The Netherlands
T: +31 (0)20 531 00 00 www.globalreporting.org