

**Start Date:** ASAP. 40 hrs p/w with Working Time Reduction benefit (36 days leave/year)

**Location:** Amsterdam, the Netherlands.

**Contract:** 1 year initially – extension by mutual consent.

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### Position summary and job purpose

The GRI Standards are used by thousands of organizations around the world as the basis for their sustainability reporting. We are on a mission to ensure that as many companies as possible report the impact they have on the world around them in a transparent and consistent manner, in a way that is accessible for everyone.

Sustainability reporting is becoming ever more important, and there is an increasing need for tools that help organisations monitor their impact and prepare their reports. The GRI Certified Software and Tools (CST) program aims to support software developers who wish to incorporate the GRI Standards into digital products by providing advice, certification and licensing. You can read more about the CST program on the GRI [website](#).

The CST program has licensed over forty products to date and is now preparing to significantly expand from 2023, including with some of the largest and most influential companies globally. To enable this expansion, we are seeking a proactive and enthusiastic manager to help manage the growth of the team and lead relationships with key accounts.

The right candidate will have a background in leading high performing teams, ideally in a B2B environment. They should be a pragmatic problem solver with a focus on continuous improvement and capable of adopting a commercial mindset in a not for profit setting. They should be an engaging leader capable of empowering others in an international and multi-cultural setting, and comfortable working with high profile clients (including, at times, handling challenging conversations).

The successful candidate will report to the CST Senior Manager. The post is based in Amsterdam. Ideally, therefore, the postholder should be eligible to live and work in the Netherlands, but fully remote working is also possible.

### Job responsibilities

- Leading and motivating the team to provide consistently high quality certification and licensing service, including line management of analysts in the team.
- Building strong relationships with applicants to the CST program, covering a wide range of different organizations, and ongoing account management of key accounts.
- Identifying new partnership opportunities and strengthening existing ones.
- Identifying improvements to internal processes and testing new opportunities for CST.
- Managing commercial negotiations and developing pricing proposals where necessary.
- Support forecasting and reporting of Key Performance Indicators.
- Working with colleagues across GRI to promote CST and engage in new markets.
- Building and maintaining a detailed understanding of the Standards; knowledge of the wider work of GRI, as well as relevant development in the context of sustainability reporting.

### Key competencies / Requirements

- At least 3 years' experience in a comparable role.
- At least 2 years' experience in managing others and leading a team.
- Affinity with the mission of GRI.

- Bachelor degree in a relevant field. Candidates without a degree with at least 5 years' experience in a comparable role will also be considered.
- Pro-active and able to be results and relationship oriented at the same time
- Self-starting with strong analytical skills.
- High level of written and oral communications skills.
- Ability to work in an international and multi-cultural setting

Highly desired:

- Previous knowledge of sustainability reporting or software development.
- Proficiency with an additional language/ languages, in particular Spanish, Portuguese, Italian, German, Arabic or Mandarin.

## About GRI

GRI (Global Reporting Initiative) is the independent, international organization that helps organizations be transparent and take responsibility for their impacts so that together we can create a sustainable future. We do this through the creation of the global common language for organizations to report their sustainability impacts. This enables informed dialogue and decision making around those impacts.

GRI is the global standard setter for impact reporting, which through an independent, multi-stakeholder process, maintains the world's most comprehensive set of sustainability reporting standards. Available as a free public good in 12 languages, the GRI Standards are, globally, the most widely used for sustainability reporting.

GRI plays a unique role in the global drive to create a sustainable future for all. Sustainability reporting enables transparency and helps markets function more efficiently, supporting better decisions that create sustainable benefits for everyone.

GRI works with businesses, investors, policymakers, civil society, labor organizations and other experts to develop the GRI Standards and promote their use by organizations around the world. The resulting standards help governments hold organizations accountable for their impacts and initiate dialogue to drive corporate contribution to national and international sustainable development efforts.

Today some 10,000 organizations, including 75% of the largest 250 companies in the world, disclose sustainability information through the GRI Standards – something unimaginable only 15 years ago. In addition, our standards are referenced explicitly in 160 policies of governments, regulators, and stock exchanges in 60 countries.

Headquartered in Amsterdam, the Netherlands, we have a network of seven regional hubs ensuring we can support organizations and stakeholders worldwide.

## How to apply

Interested candidates, with valid residence and work permits, are invited to submit their resume and letter of interest in English to [recruitment@globalreporting.org](mailto:recruitment@globalreporting.org). Only complete applications, including resume and motivation letter will be considered for this position. The deadline to submit an application is 12.00 noon (CET), **10 January 2023**. GRI appreciates all expressions of interest, however only short-listed applicants will be contacted.

GRI, Attn. Human Resources

Visitors' address: Barbara Strozzilaan 101, 1083 HN, Amsterdam, The Netherlands

T: +31 (0)20 531 00 00 [www.globalreporting.org](http://www.globalreporting.org)

