

Business Development Lead

Cowes, Isle of Wight Competitive salary

As organisations continue to respond to the opportunities of a circular economy we need to broaden our network of business and government and cities members across Europe. You will come from a business development background where you have been involved in selling ideas rather than specific products. You will have strong stakeholder management skills and the ability to communicate effectively with individuals at various management levels, across a variety of business functions, industries and geographies.

What we do:

The Ellen MacArthur Foundation is a charity with the mission to accelerate the transition to a circular economy. The Foundation works across four interlinking areas:

- Education – inspiring a generation to re-think the future
- Business – catalysing circular innovation across the economy
- Analysis – providing robust evidence about the benefits of the transition
- Communications - sharing informative content and stimulating dialogue around the circular economy framework

Please refer to www.ellenmacarthurfoundation.org/about for further details.

Role & Responsibilities:

- Communicate the rationale for a circular economy to people at different levels within an organisation or institution including executive levels.
- Contribute to the development, positioning, and **marketing** of the Foundation's collaboration programmes across our geographies and channels.
- Shape, seek, and convert new business & government member opportunities through pro-active approaches.
- Actively contribute to the strategic planning process of the Foundation.

Person specification:

Essential core skills:

- Has worked internationally across a range of sectors and industries and has an established network.
- The intellectual capacity and analytical skills to understand the principles of the circular economy and to apply them to different regional policy levels and companies.

- Proven business development and sales expertise and experience, with marketing experience a bonus.
- Ability to travel extensively.

Communication skills:

- Excellent presentation skills with groups of all sizes and levels of management.
- The ability to interact effectively at all levels of an organisation and to contribute proactively to problem solving in meetings and workshops.
- Language skills are a plus.

Mindset:

- A knack for creative and innovative ideas.
- The motivation to achieve stretching goals within deadlines.
- A proactive attitude.
- A strong team bias as well as the ability to work independently.

Please apply by sending:

- Your CV and cover letter, with salary expectation,
- Three brief paragraphs demonstrating how you possess the skills detailed in the person specification above

Please send your application to Barbara Calland, barbara@ellenmacarthurfoundation.org.

Closing date for applications: 27th February 2017

Desired starting date: as soon as possible