

Global Partners Manager, Europe

We are looking for an exceptional individual to join our UK-based business team and increase the impact of our international programme through the management of projects and key relationships with a number of our Global Partners in Europe.

You will be business literate and creative and have demonstrated the ability to build relationships with a wide range of individuals and lead outcome-based projects with global organisations across multiple industries.

Global Partners:

Our Global Partners are companies which lead or aspire to lead the circular economy transition. In Europe our Global Partners are Danone, H&M, Intesa Sanpaolo, Philips, Renault, Solvay, and Unilever. We work with them on circular economy projects that act as beacons for their industry. Managing a number of the Foundation's European Global Partners, you will be working with visionary, action oriented and collaborative individuals who are shaping and driving the circular agenda forward in their company and their industry. You will be a key stakeholder at the forefront of many public and confidential initiatives - influencing the direction of business and sharing in the recognition of their success. You will be exposed to the brightest minds, senior strategic and tactical decision making; learn how these decisions are taken at this level and what is necessary to influence their approaches towards a circular economy.

In your role as Global Partner Manager you will be uniquely positioned to understand the pivotal role the Foundation plays in influencing global businesses. You will shape and drive the most impactful approaches to achieve the full potential of the partnerships.

What we do:

The Ellen MacArthur Foundation is an innovative not-for-profit organisation with a mission to accelerate the transition to a circular economy. The Foundation works with the world's largest organisations and the emerging innovators that are bringing a circular economy to life. The Foundation does so by accelerating change across six interlinked areas:

- **Business** – Catalysing circular innovation and creating the enabling conditions for it to scale globally and at all levels. We influence the work of organizations and provide the network, tools, opportunities and visibility to set and achieve ambitious circular economy goals and to inspire their peers.
- **Communications** – Engaging a global audience around the circular economy. Through 'moments' such as our Disruptive Innovation Festival which reached 1.5M people in 100+ countries in 2018 as well as traditional and digital channels, the Foundation leverages its rapid growth to reach a global audience.
- **Insight and analysis** – Providing robust evidence about the benefits and implications of the transition for existing and future leaders implementing the circular economy at scale. Outputs include our ground-breaking reports that provide a vision for a circular economy.
- **Institutions, Governments and Cities** – Engaging with organisations such as UN Environment Program, World Economic Forum, World Resources Institute, the European Commission, as well as a network of 20+ cities and local and national

government departments, the Foundation seeks to inform public policy makers and provide evidence-based insights into public/private forums.

- **Learning** – Inspiring a generation to re-think the future through the circular economy framework and equipping pioneering individuals within business and government to drive systemic change.
- **Systemic Initiatives** – Transforming key material flows such as fashion, food and plastics to demonstrate a circular economy, we show that transforming global industries from linear into circular is possible and doable in practice, at scale, with incredible speed.

Based in the UK, we are also active in Belgium, Brazil, China and North America.

Further information can be found at www.ellenmacarthurfoundation.org/about

Role & Responsibilities:

Work with European-based Global Partners to develop and deliver their circular economy plans:

- Lead development of circular economy strategies, project planning/management, and engagement
- Leverage the Foundation's team, knowledge, capabilities and network to advance Global Partner objectives
- Devise and execute workshops and meetings between the Global Partners, Foundation and other parties
- Identify, shape and pitch high-impact project, learning and communications opportunities
- Establish and nourish new relationships at all levels within our Global Partners
- Own all aspects of the Global Partner relationship management lifecycle (excluding new partner business development)

Essential experience:

- 4+ years of VP/ Director-level relationship management experience, preferably with multinational businesses or institutions with a strong track record of building networks.
- Delivery or management of multi-party collaborative projects involving one or more of the following: business analysis / modelling; the drafting and publication of points-of-view, white-papers or other forms of thought-leadership; the development of new product or service offerings; market research; major event delivery, consulting projects
- Working with international / cross-cultural colleagues or teams in dynamic situations as well as being comfortable working on your own
- High-impact communication of new and challenging ideas in verbal and written form to senior stakeholders
- Realisation of ambitious goals within evolving and complex contracts
- Multi-party workshop design and facilitation and large audience presentations
- 1:1 or 2:1 first degree from a top-ranked university or a comparable level of achievement in a work-based environment.

Additionally, the following experience will be preferred

- Track record renewing and / or originating commercial partnerships from senior stakeholder engagement through to proposal writing, working with legal teams on contractual elements and influencing decision makers
- 2+ years client-facing experience in a management consulting / professional services firm
- Masters / professional qualification in a relevant subject
- Evidence of a commitment to sustainability or circular economy agendas
- Understanding of circular economy theory and application
- French language skills

Please apply with CV, covering letter and salary expectation to Barbara Calland (barbara@ellenmacarthurfoundation.org)

Desired starting date:	As soon as possible
Salary package:	Competitive within the charity sector and dependent on experience
Location:	UK although frequent international travel is an important feature of this role.
Closing date:	20 th May 2019