



Director Partnerships

CONTEXT

WeForest is an international non-profit association, headquartered in Belgium, we develop high quality reforestation projects in the tropics to combat global warming and extreme poverty. Our activities are fast-growing, and we are looking for an expert in **Corporate Social Responsibility (CSR) to develop long-term relationships with sponsors and donors**, connecting with key business executives and stakeholders.

MAIN RESPONSIBILITIES

Reporting to the CEO and with a team of 2 (writer and Sales Support), the Director Partnerships will manage existing customers and help develop solid and long-term partnerships to meet our steep growth targets. Key responsibilities include:

- Manage the department to ensure that all partners (large, medium and small) get the support they need: offers, communication material, regular reports, calls and meetings.
- Ensure that the department delivers exceptional, proactive customer service, every day.
- Be the primary point of contact for the medium size accounts and proactively make suggestions to reactivate partnerships.
- Work with the CEO to onboard and support large partners.
- Represent WeForest in public speaking opportunities.
- Anticipate demand and participate in capacity planning with Operations.
- Suggest ongoing process improvement opportunities to develop team efficiency and grow customer satisfaction.
- Ensure with Sales Support that our CRM system is up-to-date (Salesforce).

CANDIDATE PROFILE

Business acumen

- Deep understanding of CSR topics and trends (Carbon Footprint & carbon standards, LCA, Circular Economy, SDG's...)
- Track record of influencing credibly and effectively at all levels of an organization, including executive and C-level.
- Proven ability to manage multiple projects at a time while paying strict attention to details.
- Good understanding of corporate objectives and cultures, curious to learn about all industries.
- Experience in using CRM (Sales Force) and in working with marketing and social-media teams.

Effective communicator

- Excellent listening, negotiation and presentation skills.
- Efficient verbal and written communication.
- High fluency in English (level equivalent to mother tongue), French or Dutch are a plus.

Inspiring leader

- Proven management skills
- Ability to prioritize amongst competing tasks and respond well under tight deadlines.
- Critical thinking and problem-solving skills.
- Self-motivated and able to thrive in a result-driven environment.
- Natural relationship builder with integrity, reliability and maturity.
- "Can do" attitude, coachable, flexible and agile.

Education

- Master's Degree in an appropriate field of study or equivalent work experience (> 5 years)

TERMS & CONDITIONS

Position: Full-time employee, preferably based in Brussels, Belgium (remote home working may be considered)

Start date: As soon as possible

Package: Competitive package for a small NGO

INTERESTED?

Please send applications to recruitment@weforest.org with your CV, a motivation letter, and 2 recent references by April 23rd 2019. Make sure to mention the job title in the subject of the email, and to indicate where you saw the job post. And in your motivation letter, we'd love to read about what makes you happy to go to work! Due to the anticipated high number of applicants, only shortlisted candidates will be contacted. We thank you in advance for your interest.