



Senior Manager Business Development and Partnerships GRI ASEAN Network

Start Date: A.S.A.P., 40 hrs p/w

Location: Singapore

Contract: 1 year initially – extension by mutual consent

Position summary and job purpose

The position of Senior Manager Business and Partnerships for the GRI ASEAN Network involves crucial responsibilities related to business development and partnership management and pursue to support clients in their sustainability reporting journey.

As a member of the GRI ASEAN Team, you will be responsible for developing and implementing the business strategy for the GRI ASEAN Network that is aligned with GRI's mission to promote wider adoption of the GRI Standards. You will be involved in identifying and pursuing opportunities to expand the network's reach and influence within the ASEAN region, including partnership management. You will be responsible for establishing and maintaining relationships with key stakeholders, including businesses, investors, and other relevant organizations within the ASEAN region. You will be responsible for actively pursuing and implementing innovative ways to generate sustainable income streams to support the Network's mission and objectives while providing value to clients in the region.

You will report to the Head of GRI ASEAN Regional Hub based in Singapore and work closely with the other members of the ASEAN team.

The GRI ASEAN Network oversees GRI's work in the region by working closely with reporting organizations, capital markets, intermediaries, governments, civil society and other stakeholders to provide support in the ESG disclosures in the region. GRI ASEAN is active in Singapore, Indonesia, Malaysia, Thailand, Philippines, and Vietnam.

Job responsibilities:

1. Business Strategy:

- Conduct market research to identify new opportunities for revenue generation and growth through partnerships and business development. This includes analyzing market trends, assessing competitors, and identifying potential areas for collaboration or expansion.
- Proactive work on the delivery of the Global Baseline innovation lab – a new global initiative focused on capacity building that will be based in Singapore.
- Support the development of the GRI's business lines and collaborate with product owners by working with various teams within the organization to refine and enhance existing products or develop new offerings that align with market demands.
- Propose new service offerings that meet market needs and demands. This requires staying informed about industry trends, listening to customer feedback, and conducting market research to identify opportunities for expanding GRI's product and service portfolio.

2. Partnership Management:

- Establish and maintain relationships with key stakeholders, including reporting organizations, businesses, investors, and other relevant organizations, to gain insights on market and investor needs and secure funding and resources.
- Identify and evaluate partnership opportunities to enhance scale and business development by conducting thorough assessments of potential partners, considering their expertise, resources, and alignment with the network's goals, and potential value and impact of the partnership.



- Develop and implement partnership agreements to enhance business development and execution. This includes negotiating and finalizing partnership agreements that outline the scope, objectives, responsibilities, and benefits of the collaboration.
- Work closely with other teams within the GRI ASEAN network, as well as other regional networks and GRI Headquarters to ensure seamless integration of activities.

3. Business Development and Revenue Generation

- Ability to identify prospects and build a revenue pipeline for existing GRI products and services, such as the GRI Academy, Community, and Licenses.
- Actively seek out potential clients, understand their needs, and effectively promote and sell GRI's offerings.
- Implement new and existing initiatives to generate revenue, explore new funding sources, and optimize existing revenue channels, such as fee-based services, sponsorship opportunities, or other business models that contribute to the network's financial sustainability.
- Monitor the progress of the network's business activities, ensure alignment with the overall strategy, and make necessary adjustments to maximize growth.
- Ability to provide guidance and support to staff members involved in business development activities.

4. Team Management and Development:

- Work with the GRI ASEAN Network Team to ensure the successful delivery of its business strategy and partnerships management.
- Foster a culture of high-performance, accountability, and continuous learning within the team.
- Ensure that the team is adequately resourced, supported, and trained to deliver on its objectives.

Key competencies / requirements

Experience and Knowledge:

The ideal candidate should have a commercial mindset with broad and extensive experience in frontline business development, preferably in international business environment having had a client facing business relationship management role.

- At least 10 years of relevant work experience with a minimum of three years of direct experience in frontline business development.
- Knowledge of sustainability reporting standards and frameworks in the context of business reporting.
- Bachelor's or advanced degree in business economics or business management from an accredited college or university. Master's degree will be an advantage.

Skills and attributes:

- A strong ability to develop and maintain effective relations at senior and operational level
- A strong understanding of business and investor needs,
- Excellent interpersonal skills – the ability to communicate in a professional manner, develop and present persuasive arguments at all levels.
- Excellent written communication skills, with the ability to write effectively for differing audiences
- Good time management and organizational skills, with the ability to work under periods of significant pressure whilst maintaining attention to detail
- Reliable, organized and helpful with a 'can-do attitude'
- Flexibility to work in a small and largely self-supporting setting.
- Administrative and IT - CRM database management, web editing, sound knowledge of Microsoft Office and Internet
- Fluent in English (mother tongue level)
- Ability to travel – nationally and internationally.



Desirable:

- Proficiency in any ASEAN language is an advantage
- Already eligible to be employed in Singapore
- Knowledge of and experience with international ESG and sustainability initiatives
- Able to work in an international and multi-cultural setting
- Affinity with the mission of GRI

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, labour 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 more than 10,000 organizations, including 78% of the largest 250 companies in the world, disclose sustainability information through the GRI Standards – something unimaginable only 25 years ago. In addition, our standards are referenced explicitly in 248 policies of governments, regulators, and stock exchanges in 85 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, ***eligible to live and work in the Singapore***, are invited to ***submit their resume and letter of interest, in English*** to apply@gri.recruitee.com. The deadline to submit an application is **12.00 noon (CET), 29 June 2023**. GRI appreciates all expressions of interest, however only short-listed applicants will be contacted.

GRI, Attn. Human Resources

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