



Manager GRI Community

Start Date: A.S.A.P., 40 hrs p/w.
Location: Amsterdam the Netherlands preferred (remote location within +/- 2 hours CET by mutual agreement)
Contract: 1 year initially – extension by mutual consent

Position summary and job purpose

Are you passionate about driving sustainability practices and building meaningful relationships with organizations worldwide? Join our GRI Community Team at Global Reporting Initiative ('GRI') and make a significant impact on global sustainability reporting practices.

As a manager on our team, you'll be at the forefront of advancing sustainability practices across the globe. Our GRI Standards are used by over 10,000 companies each year, including 78% of the largest 250 in the world. In this role, you'll build and maintain relationships with many of these and other organizations that play a key role in the sustainability reporting landscape.

You will be managing a portfolio of organizations, working together with them to raise awareness around the GRI Standards, also in context of international sustainability reporting developments, providing and collecting feedback, and generating revenue for GRI, focusing on the GRI Community and GRI's commercial products. Your aim is to grow the number of members and clients around the globe, and to improve GRI's position, recognition, and relevance to stakeholders.

The position may require occasional international travel. You will report to the Director Community and will work closely with the other members of the team and other GRI departments.

Job responsibilities

- Build and nurture long-term professional relationships with regionally relevant organizations, including GRI Community members, potential clients of GRI's commercial products and services, and other key players in the sustainability reporting landscape.
- Develop and implement engagement strategies for priority countries and/or regions in your portfolio to achieve organizational objectives and grow the number of GRI Community members.
- Work closely with the team to develop a comprehensive global go-to-market strategy, and proactively identify and implement regionally relevant business development activities to effectively promote GRI's products and services in the market.
- Manage a sales pipeline for engaging external users of the GRI standards in GRI's commercial products and services.
- Ensure timely and effective responses to inquiries about GRI and the GRI Standards via email or calls.
- Represent GRI and act as a spokesperson for the organization in regional forums, virtual and in-person engagements, trainings, and workshops, as delegated.
- Support the development and delivery of the GRI Community program, including the online program, facilitation of roundtables, and direct engagement with members through calls.
- Gather feedback from external stakeholders and share it with relevant teams within the organization to inform decision-making, identify areas of improvement and create new opportunities.
- Other duties as requested.

Key competencies / Requirements

- Fluent in both written and spoken English, and proficiency in at least one additional language such as German, French or Italian is highly desirable.
- Possess a strong commercial acumen and a proven track record of setting and achieving sales targets and objectives.



- Experience with sustainability reporting is a plus; eagerness to stay up to date on key international sustainability reporting developments and regulations.
- A minimum of 3 years of demonstrated work experience as an Account Manager, with a customer-focused approach and intercultural experience.
- Experience using CRM or similar type of software.
- Proven track record in project management and monitoring skills.
- Ability to actively listen, engage, communicate, and articulate ideas clearly to a diverse range of stakeholders.
- Excellent written communications skills.
- Experienced and confident in public speaking engagements.
- Ability to work in an international and multi-cultural setting.
- Familiarity and interest in working with sustainability issues and the sustainable development agenda. Affinity with the mission of GRI.

GRI offers

- Hybrid work or remote arrangement (within +/- 2 hours CET)
- Access to coworking office spaces globally
- 36 (or extra leave) vacation days per calendar year to a maximum of 43 paid time off including local public holidays
- Pension contribution of 8% gross yearly salary and €70 per month healthcare contribution, or according to local labor legislation
- Free access to the GRI Academy, the possibility to become a GRI-certified sustainability professional, and other personal development platforms; learning, development, and well-being platforms

About GRI

GRI is an independent, international organization that helps organizations be transparent and take responsibility for their impacts so that together we can create a sustainable future. GRI does this through the creation of a 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 11 languages, the GRI Standards are, globally, the most widely used for sustainability reporting.

More than 10,000 organizations, including 78% of the largest 250 companies in the world, disclose sustainability information through the GRI Standards – something unimaginable when GRI was first established 25 years ago. In addition, GRI's 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, eligible to live and work in the Netherlands, are invited to submit their resume and letter of interest in English to apply@gri.recruitee.com. Successful applicants residing outside the Netherlands will be offered consultancy agreement. The deadline to submit an application is 12.00 noon (CET), 02 June 2023. GRI appreciates all expressions of interest, however only short-listed applicants will be contacted.

GRI, Attn. Human Resources

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