



Network Development Manager

Full-time

UK based

This is an exciting opportunity for someone with senior level business development and relationship management experience to join our Network team. Over the past ten years, the Foundation has established the world's largest network of organisations committed to a circular economy. Our network is comprised of some of the world's leading, dynamic, and influential corporations, cities, philanthropic funders and academic organizations, and our relationships with them are essential to achieving our mission.

Now is its second decade, the Foundation is working to further develop its network, scaling and expanding its composition at all levels and exploring innovative ways to amplify our impact. As we deliver our 2025 strategy and chart a course through to 2030, our Network Development Manager will be central in delivering on this effort.

Role and responsibilities:

You will report to our Network Lead and cover the following areas:

- In partnership with our UK-based and US-based Leads, you will set and achieve network development targets aligned to our 2025 strategy as well as establishing a vision for network development through to 2030.
- In partnership with team members, you will define and execute strategies in line with targets.
- You will identify, shape and pitch high-impact project, learning and communications opportunities to stakeholders of all seniority.
- Conduct thorough due diligence, in accordance with the existing Foundation policy, for all potential relationships.
- You will provide an oversight of a central pipeline whilst supporting internal coordination across international teams, programme teams as well as our Leadership team to ensure an integrated approach.
- You will interpret network intelligence relating to market trends, commercial value propositions evolution and emerging development opportunities and have the experience to translate these into internal strategy and operational plans.
- You will represent the Foundation at external Partner events and public forums.

Your profile:

- 7+ years of experience in business development; 4+ years with Director-level contacts.
- Able to demonstrate a strong track record of delivering against sales/growth targets.
- Experience of setting and/or influencing successful organisation-level network development strategy.
- A high level of commercial acumen and familiarity with business model development, commercial and contracting processes.
- A strong and established network of commercial and sustainability contacts in large/multi-national companies and/or start-up ecosystems, ideally in sectors aligned to EMF program areas.

- Experience in one or more areas of Foundation work such as plastic, fashion, food, finance, packing, innovation or design, higher-education, or communications.
- Willingness to undertake international travel.

What we do

The Ellen MacArthur Foundation develops and promotes the idea of a circular economy. We work with, and inspire, business, academia, policymakers, and institutions to mobilise systems solutions at scale, globally.

Our mission is to accelerate the transition to a circular economy.

Our vision is a new economic system that delivers better outcomes for people and the environment. Business models, products, and materials are designed to increase use and reuse, replicating the balance of the natural world, where nothing becomes waste and everything has value. A circular economy, increasingly built on renewable energy and materials, is distributed, diverse, and inclusive.

Please apply with CV and covering letter (by 16th May 2022) to:

Barbara Calland (barbara@ellenmacarthurfoundation.org)

Desired starting date: ASAP

Salary package: circa £50k dependent on experience level plus generous holiday allowance (25 days plus discretionary extra days leave)
generous parental leave; enhanced pension options/private health scheme after 6 months; wellbeing programme.

Location: UK based with visits to our Cowes office as required.

Our commitment to you

The Ellen MacArthur Foundation is committed to promoting equal opportunities in employment and providing a working environment free from discrimination. Job applicants will receive equal treatment regardless of age, disability, gender, gender reassignment, marital or civil partner status, pregnancy or maternity, race, colour, nationality, ethnic or national origin, religion or belief, sex or sexual orientation or any other characteristic protected by the laws or regulations in the locations where we operate.