Partnerships Senior Manager, North America
New York City

Overview
At the top of the Foundation’s network sit our 58 Strategic Partners and Partners. This group is comprised of some of the largest, most dynamic, and influential corporations, cities, philanthropic funders and academic organizations in the world, and our relationships with them are critical to our mission. Responsible for the coordination, health, and success of these relationships in North America, the Partnerships Senior Manager will play a critical role in enabling the Foundation to realize its strategy.

You can read more about our work here

Role and Responsibilities
Reporting to our Executive Lead, North America, your main responsibilities will be as follows:

- Manage relationships with primary contacts and senior leaders in US-based Partner and Strategic Partner organizations, using best-practice tools, systems, and methods
- Establish partnership plans with key partners, aligning EMF strategy and their organizational goals
- In partnership with the Executive Lead – North America, develop new relationships in support of EMF 2025 strategy and North America and US development goals
- Develop strong relationships with critical internal EMF stakeholders domestically and internationally to deliver against partner expectations and program plans
- Work closely with the international teams to develop new projects and manage the partner project pipeline
- Manage the on-boarding and off-boarding of US-based Strategic Partners and Partners
- Represent the Foundation in external partner events and public forums

Your Profile
Essential
- 7+ years of experience in relationship management, 4+ years with Director-level contacts
- A demonstrated track record influencing relationships to achieve defined program goals and targets
- A high level of familiarity with a range of relationship management tools, systems, philosophies, and approaches
- A network of commercial and sustainability contacts in US-based large / multi-national companies and/or start-up ecosystems, ideally in sectors aligned to EMF program areas
- You must be eligible to work in the USA
Preferred
- A track record of working in areas relevant to a circular economy
- An understanding of the public circular economy discourse and competitive landscape
- A background in one or more areas of Foundation work such as plastic, fashion, food, finance, packing, innovation or design, higher-education, or communications
- Pre-existing familiarity of circular economy principles and practice
- Work experience with one or more of our existing Strategic Partners of Partners
- Work experience in Canada and/or Mexico
- Experience at working with an overseas head office
- You must be eligible to work in the USA.

Please apply with CV and covering letter to Barbara Calland (barbara@emf.org)

- Salary $100,000 - $130,000 dependent on experience and location
- Medical and Dental Insurance
  - 100% employer-paid premium (employee only)
  - Preferred Provider Organization Plans
- Life Insurance
  - Up to $50,000 term life policy
- Travel Medical Insurance, outside US
- 401(k) Retirement Plan
  - Three percent (3%) employer non-elective contribution (contribution made regardless of whether employee contributes)
  - Employer contributions, 100% vested after two (2) years of employment
- Time Off
  - Eight (8) Paid Holidays
  - Vacation and Sick Time
  - Twenty-five (25) days annually
  - Paid Family Leave (where applicable)

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