

**Job Title:** Regional Member and Partner Engagement Manager for Western Europe

**Level:** Staff Position or Eligible Firms

**Location:** Western Europe

**Language requirements:** English plus French, German or Spanish

**Main Purpose of the job:** Serve as the WEConnect International representative to manage member buyer and partner engagement in Europe

**Reporting to:** WEConnect International Regional Director for Europe

**Position Overview:** WEConnect International has been growing steadily and is now seeking to dramatically accelerate growth. Therefore, the position requires that the individual is mission-focused, strategic, collaborative, self-motivated, adaptable, process minded and has a strong business development background. The Regional Member and Partner Engagement Manager must be a leader who is able to build new relationships with corporations and other organizations that could become members or funders of WEConnect International locally.

### **Position Responsibilities:**

#### **Business Development**

- Work closely with the Regional Director for Europe, the Vice President of Member Development and the Regional Market Lead in efforts focused on engaging member buyers, establishing business connections and positioning WEConnect International's brand among private and public stakeholders in the region
- Act as the lead in the engagement and expansion of WEConnect International's member buyers' presence in Europe
- Develop fundraising strategy for all regional events and work in close collaboration with WEConnect International's Business Development team and Regional Director to execute a business development strategy
- Develop leads for global business development team by identifying new potential member buyers and conveying key messages and information to raise their interest in becoming members of WEConnect International
- Develop pipeline by conveying key messages and information to raise their interest in becoming members of WEConnect International and close local/regional members

#### **Organizational Management**

- Understand member buyers' procurement processes and engage them accordingly in strategic activities and events in the region to enhance the business opportunities with women-owned businesses
- Recognize strategic needs but able to develop into functional execution plans and goals
- Work with the Regional Market Lead to ensure member buyers connect with women-owned businesses
- Support the implementation of member buyer-led projects in the region
- Work with member buyers to develop strategies that support them in buying more from women-owned businesses and offering WEConnect International's set of tools to enhance business connections, including training to procurement officials on Supplier Diversity and Inclusion
- Conduct stakeholder research, outreach, and build relationships and partnerships to identify grants available in the region and/or opportunities for additional funded projects
- Support outreach and communication engagement
- Maintain a high level of knowledge and understanding of the issues relevant to women as business owners, issues impacting global value chains, and best practices in supply chain development and opportunities
- Provide timely support to the global team to further member engagement, including evaluation and report generation
- Highly disciplined with detail orientation

### **Key Qualifications:**

- Fluency in English and one other regional language such as French, German or Spanish – required
- Travel in the region will be required when it is safe to travel again
- Relevant educational background – undergraduate degree required, MBA or similar advanced degree highly desired
- Creative sourcing and networking for new member growth
- Ability to problem solving during engagements and interactions with key prospects
- Strong sense of urgency to build and close local member business
- Experience in relationship management with regional and multinational corporations
- Easily establishes new relationship connections
- Familiarity with procurement practices nationally and internationally and/or knowledge and experience with supply chain systems and processes
- Experience and relationships in gender equality a plus
- Proven success in sales and business development

- Must demonstrate ability to lead the development and implementation of projects, set and meet targets independently, and to manage and deliver projects according to timelines
- Ability to communicate and present to a wide variety of audiences
- Understanding of the business case for buying from women-owned businesses
- Thrives in a fast-paced demanding environment
- Self-motivated but prefers to work as a team
- Financial acumen and continuous focus on Return on Investment

**Organization Information:** WEConnect International, a member-led global non-profit, helps build sustainable communities by empowering women business owners to succeed in local and global markets—[www.WEConnectInternational.org](http://www.WEConnectInternational.org)

**How to Apply:** Please submit resume with cover letter in English to HR Manager [jobs@weconnectinternational.org](mailto:jobs@weconnectinternational.org). Please note that documents need to be received in PDF form.

**Use subject line:** Europe Member Engagement Manager\_YOUR NAME

No phone calls, please. We regret that we are unable to respond to individual inquiries about the position. WEConnect International is an Equal Opportunity Employer