

Job Opening

Key Account Manager – Latin America (m/f/d)

Do you want to work with one of the world's most trusted and influential conservation organizations, harnessing the power of the marketplace to protect forests?

Forest Stewardship Council (FSC) is looking for a skilled professional to help us build and maintain strong relationship with stakeholders in Latin America, coordinate new strategies and campaigns within the region.



The Organization:

In 1994, an international group of leaders in business, human rights, and the environment came together with a vision to harness the power of the marketplace to encourage the responsible stewardship of forests. Together they formed the Forest Stewardship Council (FSC), setting standards for responsible forest management and developing a certification system so that businesses and consumers could directly contribute to the health of forests and forest communities through their purchasing choices.

For 25 years, through its uniquely trusted forest management and chain-of-custody (COC) certification standards, FSC has been advancing the cause of responsible forest management around the world and across industries. Today, 200 million hectares of forests in 80 countries are certified to FSC forest management standards and more than 38,000 companies are certified to trade in FSC-certified products. For more information on FSC, visit our website at www.ic.fsc.org.

From leading the design of policies and standards to developing markets and promoting the brand, FSC is committed to finding most skilled and dedicated people to work with us around the world in our ongoing mission to protect forests for all, forever.

The Role:

As Key Account Manager you will contribute to the development and implementation of the key account management strategy and action plan for Latin America in close collaboration with FSC International and FSC Network Partners and will actively engage with corporations as well as NGO partners.

Main Tasks and Responsibilities:

- To support the implementation of key account management and brand positioning
- To develop a portfolio of regional key accounts in Latin America and to implement action plans together with network partners.
- To build alliances with stakeholders to help them to maximize the use of the FSC label and the certification and to collaborate in the creation and implementation of their B2B and B2C campaigns promoting FSC.
- To develop a portfolio of corporate and institutional funders in the region and identify key areas of engagement with the corporate sector.



- To support supply chain approaches for market development at regional level.
- To support FSC in managing specifically cases of misuse and unauthorized use of FSC trademarks.
- To provide technical support for the implementation of commercial tools (Marketing toolkit).
- To exchange information, printed documents, guides, factsheets, audio-visual and virtual media to allow FSC promotion and positioning in the countries.
- To coordinate new strategies and campaigns with FSC headquarters in Bonn International and support network partners in the region in the implementation thereof.
- To monitor market-driven projects within the network partners.

Qualification, Experience and Skills:

- University degree in a relevant field (e.g. Business or Marketing).
- Several years of professional experience in Marketing, Key Account Management or Market Development.
- Skilled and experienced in engaging and communicating with business clients in Latin America.
- Proven skills in relationship management in the private sectors.
- Experience in corporate social responsibility, sustainability standards or the forest products industry is a plus
- Solution- and service-oriented attitude to work.
- Native Spanish and fluency in English (spoken and written). Portuguese would be a plus.
- Exemplary verbal and written communication skills.
- High level skills in the use of standard software packages (MS Office), CRM (Customer Relations Management) systems (e.g. Salesforce).
- Ability to resolve disputes, facilitate interactive discussions as well as establish and maintain positive interpersonal relations.
- Experience in working in a multicultural, multilingual, global team in, or with, an NGO or Non-Profit Organization.
- Demonstrated cultural awareness and sensitivity to the diversity of values, views and approaches to issues relevant to the FSC program by stakeholders around the world.
- Commitment to FSC's mission and values.

Terms and Conditions:

- Location: Lima, Peru
- Type and duration of contractual arrangement: Service and License Agreement for Consultants - 2 year (extension possible)
- Working Hours: Full time - 40 hours per week
- Starting Date: October 2019 or as soon as possible
- Travel: Sporadic travel is required.

Deadline for applications: 08 September 2019