

DACH LEAD MARKETS TRANSFORMATION (GER, AU, CH)

Vacancy

ARE YOU READY TO TAKE ON KEY MARKETS RESPONSIBILITY TO DRIVE AND SCALE SUSTAINABILITY IMPACT IN THE DYNAMIC DACH MARKET?

DACH LEAD MARKETS TRANSFORMATION (HOME-OFFICE BASED)

MARKET DEVELOPMENT, SENIOR KEY ACCOUNT MANAGEMENT AND NGO ENGAGEMENT, WITH GREAT OPPORTUNITY FOR GROWTH AND IMPACT AT SCALE

[Rainforest Alliance](#) is an international non-profit organization at the intersection of business, agriculture, and forests with the mission to make sustainable land use and responsible business practice the new norm. In 2018 Rainforest Alliance merged with [UTZ](#), a global program and label for sustainable farming, leading to an impactful organization with 450 staff in 14 countries and actively working with local communities in over 70 countries. We bring together diverse stakeholders to address some of the most pressing social and environmental challenges of today.

POSITION SUMMARY

You create and implement the market strategy in the DACH region as part of the global core market development goals. Your principal aim is to strategically facilitate and enhance the demand for Rainforest Alliance certified products by managing key markets and stakeholder relations.

You identify business potential and lead the DACH region markets transformation team and you proactively exchange insights within the Europe team.

You assess and monitor advocacy opportunities and developments in the region and you work on cross departmental initiatives collaborating with a wide range of stakeholders.

This position entails an attractive range of challenging tasks in a dynamic international work environment for the important DACH market.

You have a proven eye for business opportunity with good understanding of sustainability, strategies and trends in the food industry, and consumer behavior.

We are looking for a non-hierarchical leader and strategist, able to adapt dynamically and provide hands-on initiative. Ideally you bring a relevant track record e.g. in coffee, sustainability sales management, food brands, supply chain strategy, category management, or related.

You live in Germany, preferably in the area between Hannover, Frankfurt and the Dutch border.

RESPONSIBILITIES

- Strategic leadership in client, market and business development
- Achieve volume and impact goals in the DACH region
- Day-to-day team lead of two account managers
- Identify opportunities and translate complex market dynamics into concrete strategy
- Represent Rainforest Alliance and engage a variety of stakeholders (corporate, NGO, governmental)
- Broad cross-departmental collaboration

**RAINFOREST
ALLIANCE**



QUALIFICATIONS

- At least 7 years of strategic and commercial leadership relevant to the food industry and the DACH markets, especially Germany
- A minimum of 3 years people management and leadership experience
- Excellent partnership builder, great stakeholder effectiveness
- Knowledge of sustainability in food supply chains
- Native German and fluency in (business) English
- Master's degree in business administration; supply chain management; or related
- Willingness to travel up to 30% of time

SALARY

Commensurate with experience.

OUR OFFER

Our passion for sustainability connects us as a global team and together with stakeholders we drive positive change towards more sustainable practices in both local and global agricultural markets. Deep expertise, a clear vision plus intensive cooperation with businesses, governments and NGO's, make Rainforest Alliance a globally effective and impactful organization.

THIS IS YOUR OPPORTUNITY TO CONTRIBUTE TO SUSTAINABILITY IN MAJOR GLOBAL MARKETS!

HOW TO APPLY?

In this procedure we work with Sustainability Works.

Please send your application (max. 1 page motivation, max. 2 page resume) **latest Oct 6 2019** to application@sustainabilityworks.eu, mentioning 'DACH Lead' in the subject line.

First round interviews will take place 14 and 15 October 2019.

Please feel free to contact Sustainability Works, Annelies Pijnenburg for more information: +31646680191 or annelies.pijnenburg@sustainabilityworks.eu.