



## Business Development Manager, FairWild Foundation

**Title:** Business Development Manager (Maternity Leave Cover), FairWild Foundation

**Location:** Cambridge, UK or remote

**Hours:** Part-time

The FairWild Foundation are seeking a Business Development Manager to lead on our core industry engagement activities, providing client engagement and support and leading on FairWild representation at key trade events. We're looking for a highly motivated professional to build on current industry engagement and continue work to move the Foundation forward into the next phase of our growth.

### About the FairWild Foundation

At FairWild, we believe that enabling ethical and sustainable wild harvesting is the pathway to collective prosperity and to a resilient society – one that harmonises the relationship between communities, enterprise, and our living natural planet. The FairWild Foundation is dedicated to increasing the sustainability of trade in wild harvested plants and the wellbeing and income opportunities of harvester communities. We do this through the provision and promotion of the FairWild Standard, and through our internationally recognised certification system providing a framework for sustainable, fair and value-added management and trading of wild plants and similar natural resources, including fungi, lichen, and algae. Wild plant harvesting has the power to foster a positive relationship between nature and people. It preserves unique cultures and promotes the sustainable use of distinctive landscapes, all while ensuring dignity and empowerment for those who rely on them.

### About the role

The Business Development Manager is responsible for supporting the industry aspects of the FairWild Foundations' overarching strategic goals. The Business Development Manager will be instrumental in maintaining and enhancing engagement with current clients and providing evidence of FairWild's impact to internal and external audiences. This is a part-time role as a Maternity Cover for the current incumbent.

Primary goals are to:

- Develop and support engagement of existing FairWild clients (e.g. adding new species to their certificate, incorporating additional FairWild ingredients into their product ranges, using the FairWild label on additional products).
- Ensure successful and timely completion of annual client renewal processes and ongoing business administration.
- Ensure FairWild's successful participation in industry trade shows and events.
- Implement and maintain FairWild's new CRM (Customer Relationship Management) system, including coordinating use of the system with other members of the team.
- Provide reporting on FairWild's operational scope, impacts and targets, for both internal and external audiences.
- Enhance FairWild's external communications and marketing through providing links between FairWild's Communications Manager and current clients.

### About you

This is a core position that will suit a self-directed person with experience in managing a portfolio of clients and engaging the botanical industry on sustainability and international certification and eco-labelling.

We expect that a model candidate would fit the following description:

- Minimum of 3 years as in a customer/client facing sustainability role, ideally within the botanical sector. Experience with voluntary standards and certification is preferred.
- Self-organisation and initiative, with a proven track record of delivering on client support.
- Excellent organisational skills with ability to prioritise, meet deadlines, and adaptively manage as needed.
- Strong communicator: must be fluent in English with excellent written and spoken communication skills. Skills in other languages (especially French, German, Spanish, or Chinese) would be an asset.
- A strong team player who can primarily work independently but also call on the wider team when needed.

However, we welcome applications which do not necessarily meet all of these criteria.



## How to apply

Please submit a cover letter and CV to [secretariat@fairwild.org](mailto:secretariat@fairwild.org).

**Closing date:** 8 am BST (i.e. UK time) on Monday September 4<sup>th</sup> 2023.

**Application process:** Interviews are anticipated to be scheduled the week of 11<sup>th</sup> September 2023. The role is envisioned to start in early October 2023.

*The FairWild Foundation supports, facilitates and promotes equality of opportunity and a culture which celebrates diversity and inclusion. The diversity of our people is important, and we value and celebrate individual differences. We encourage applications from anyone who feels they are suitable for the job, regardless of their race, sex, disability, age, religion, sexual orientation or any other characteristics. If you feel you will need reasonable adjustments to participate fully in the recruitment process, please email [secretariat@fairwild.org](mailto:secretariat@fairwild.org).*