

Position: Senior Engagement Manager, CEO Water Mandate

Organization: Pacific Institute

Salary Range: \$70,000 – \$80,000 USD commensurate with qualifications for U.S.-based applicants (or equivalent for non-US-based applicants)

Benefits:

Benefits for U.S.-based applicants include fully paid health insurance for employee and dependents (medical, dental, and vision), employer-matched retirement savings contribution, life insurance, short and long-term disability insurance, and generous paid leave (vacation, sick, personal days, and holiday).

Application Deadline: Sunday, April 18 2021

HELP US DELIVER THE SUSTAINABLE DEVELOPMENT GOALS

Founded in 1987, the Pacific Institute is a global water sustainability think tank based in Oakland, California that combines science-based thought leadership with active outreach to influence local, national, and international efforts in developing sustainable water policies. Our mission is to create and advance solutions to the world’s most pressing water challenges. From working with Fortune 500 companies to disenfranchised communities, we lead local, national, and international efforts in developing sustainable water policies and delivering meaningful results.

The UN Global Compact (UNGC) is the world’s largest corporate sustainability initiative with over 11,000 participating companies in 163 countries, and 68 Local Networks around the world. It enables and supports companies across all sectors, geographies and sizes in their efforts to help meet the United Nations Sustainable Development Goals (SDGs). Today 75% of participating companies have activities to advance the SDGs.

Together, the Pacific Institute and the UN Global Compact administer the CEO Water Mandate, an initiative dedicated to garnering business commitments to action on water stewardship and building business’s capacity to realize those commitments and achieve the water-related dimensions of the SDGs.

POSITION SUMMARY

The Senior Engagement Manager will recruit businesses around the world and across industry sectors to advance water stewardship by joining the CEO Water Mandate initiative. This person will help catalyze and scale the water stewardship movement through recruitment and marketing practices across all channels, with digital engagement playing a prominent role. Much of their time will be spent engaging directly with high-level corporate executives and other business representatives (i.e. via phone calls, email, in-person events, etc.) to share the business case for water stewardship and the value proposition of the CEO Water Mandate initiative. Additionally, they will represent the CEO Water Mandate at large events and conferences, often presenting in front of large crowds. The Senior Engagement Manager will also engage with current CEO Water Mandate companies to support them in advancing their water

stewardship commitments and understanding how the initiative can better serve them and become even more relevant and impactful.

DUTIES AND RESPONSIBILITIES

Marketing and recruitment of new companies

- Create and deliver global and regional recruitment strategies to build membership of the CEO Water Mandate and its Water Resilience Coalition
- Craft and refine key recruitment messages, business cases, and other promotional materials
- Lead implementation of digital (e.g., webinars, Zoom calls) and non-digital engagement opportunities (e.g., conferences) to recruit new initiative members
- Lead direct one-on-one conversations with key industry, regional groups, and/or major companies and their suppliers to facilitate recruitment efforts
- Identify key regions and industry sectors for active recruitment by working with UNGC Local Networks to identify key company interests and needs
- Build systems and implement practices to support priority local markets and help develop new ways of working to facilitate extended global reach
- Strengthen and maintain systems to track prospective and current CEO Water Mandate member companies
- Solicit and finalize member voluntary contributions to the CEO Water Mandate

Engagement with existing member companies

- Engage with current CEO Water Mandate companies to understand member needs and interests and create programs to facilitate their connection to the initiative's publications, events, and other opportunities
- Interview existing CEO Water Mandate members that are not active to identify ways to improve engagement and participation
- Develop member onboarding and engagement toolkits
- Establish and launch a business mentoring program for all CEO Water Mandate new member companies and/or those early on the water stewardship journey
- Work with the CEO Water Mandate team to develop peer-learning opportunities for member companies based on company interest

EXPECTED RESULTS

- Increased number of companies joining CEO Water Mandate and Water Resilience Coalition (at least 25 new members per year)
- Increased awareness of the CEO Water Mandate, its value proposition to businesses, and its reputation as the world's leading sustainability organization on water stewardship (measured through media mentions, webinar and event engagement, visits to the CEO Water Mandate website, and social media engagement)
- Increased voluntary contributions by member companies to support the work of the CEO Water Mandate
- Increased awareness of the work the CEO Water Mandate does to help businesses take actions to deliver the water-related SDGs
- Increased awareness of the business case for water stewardship

DESIRED EXPERIENCE

- 5+ years of experience working on marketing, sales, or participant/corporate/stakeholder engagement
- 3+ years of experience working on water, climate, justice, or other purpose-driven work
- Comfortable with speaking to high-level corporate executives
- Comfortable with public speaking in front of large business audiences
- Commitment to engaging with diverse stakeholders and including diverse perspectives
- Excellent business writing skills
- Experience in developing and leading the implementation of marketing plans, including both digital and non-digital channels
- Experience or demonstrated interest in working cross-functionally and collaboratively across a fast-paced and diverse team
- Works effectively with people from all backgrounds; treats all people with dignity and respect; shows interest in understanding and integrating diverse points of view; offers diverse perspectives
- Experience using Salesforce to track client/stakeholder/customer engagements
- Experience using LinkedIn or other social media channels to engage businesses and/or stakeholders
- Experience or demonstrated interest in analyzing data to extract insight around global sustainability trends, company engagement results, client satisfaction, client understanding, etc.
- Experience in developing and delivering complex projects across organizations globally
- Good speaking skills and ability to engage and persuade large audiences
- Proficiency in English required and knowledge of other languages including Hindi, Spanish, Portuguese, Mandarin, or Cantonese an asset

EDUCATION

A university degree in business administration, sustainability, management, economics, political science, social science or related field is preferred but not required.

DIVERSITY, EQUITY, AND INCLUSION

The Pacific Institute is committed to workplace diversity and inclusion. We are an equal opportunity employer and do not discriminate in hiring or employment on the basis of race, color, religion, national origin, citizenship, gender, marital status, sexual orientation, age, disability, veteran status, or any other characteristic protected by federal, state, or local law.

Recognizing the inherent inequities that exist in our society, our sector, and our work, the Pacific Institute is dedicated to improving our internal policies, procedures, and programmatic priorities to ensure a diverse workforce and culture of inclusion. We have accelerated our efforts and refreshed our approach to diversity, equity, and inclusion (DEI). We are committed to building a culture where diversity is valued at all levels of the organization. We believe this approach improves our organizational culture and the quality of our work.

As part of this commitment, **we request that all candidates include a short statement in their cover letters to address how your addition to our staff would contribute to our DEI efforts.**

LOCATION

The position can be performed remotely from anywhere in the world or in the Pacific Institute's Oakland Headquarters.

TO APPLY

Please apply by email to jobs@pacinst.org with the subject "Senior Engagement Manager, CEO Water Mandate" and include:

- Your CV/resume
- A cover letter of no more than two pages
- A writing sample of no more than two pages, of which you are the sole author
- The DEI statement described above
- Where you found this job posting

No phone calls please. Applications will be accepted until end of day Sunday, April 18 2021.