



Job Title: Account Manager of ESG Membership Network

Position Type: Permanent contract

Location: hybrid

Application Deadline: Open until filled.

Global Sustain seeks to recruit an Account Manager of its ESG Membership Network. The main purpose of this job is to support the implementation of Global Sustain services across its Membership Services.

The Account Manager of **Global Sustain Membership Network** plays a vital role in driving action towards sustainability excellence of network members and fostering collaboration among diverse stakeholders. This position requires a passion for sustainability, strong relationship-building skills, and the ability to provide strategic guidance to network members. The successful candidate will contribute to building a more sustainable future by facilitating impactful partnerships and initiatives within the sustainability network.

Job Purpose:

The Account Manager is responsible for managing and nurturing relationships with key stakeholders within the Global Sustain Membership Network, including businesses, non-profit organisations, government agencies, and other relevant entities. This role involves understanding their sustainability goals and priorities, providing strategic guidance, and facilitating collaborations to drive positive environmental and social impact. The Account Manager will serve as the main point of contact for network members, ensuring their needs are met, and actively promoting the growth and success of the network.

Responsibilities:

Relationship Management:

- Cultivate and maintain strong relationships with network members, including businesses, non-profits, and government agencies.
- Serve as the primary point of contact for network members, addressing their inquiries, needs, and concerns.
- Develop a deep understanding of each member's sustainability goals, initiatives, and challenges.



Strategic Guidance:

- Provide expert guidance to network members on sustainable practices, initiatives, and strategies.
- Collaborate with members to develop and implement sustainability plans aligned with their goals.
- Identify opportunities for synergy and collaboration among network members to maximise impact.

Network Growth and Engagement:

- Actively seek new partnerships and opportunities to expand the network.
- Engage with potential new members, showcasing the benefits of joining the network.
- Develop and implement strategies to increase engagement and participation of existing network members.

Collaboration Facilitation:

- Identify and facilitate collaborative projects and initiatives among network members.
- Coordinate and organise events, workshops, and knowledge-sharing sessions to foster collaboration.
- Serve as a bridge between network members, facilitating information exchange and best practice sharing.

Performance Monitoring and Reporting:

- Track and monitor the progress of network members' sustainability initiatives.
- Collect relevant data and metrics to evaluate the impact of the network's activities.
- Prepare regular reports and presentations on the network's performance and achievements.

Qualifications:

- Bachelor's degree in business, communication, marketing, or a related field (Master's degree preferred).
- Proven working experience in account management, business development, or sustainability-related roles (minimum 5 years).
- Knowledge of sustainability principles, practices, and trends.
- Excellent communication and interpersonal skills to build and maintain relationships.



- Ability to influence and inspire stakeholders towards sustainability goals.
- Strong organizational and project management abilities.
- Analytical mindset with the ability to track and analyse data.
- Familiarity with relevant software and tools for collaboration and data management.

About Global Sustain:

Founded in 2006, Global Sustain creates awareness and inspires and supports companies and organisations to embody sustainability, through advisory, communications, networking, training, and digital services, with a focus on the people-planet-profit philosophy. Its members include corporations, civil society organisations, municipalities and local authorities, educational foundations, media, professional bodies, think tanks and other public or private entities. Global Sustain has an international track record of delivering ESG projects for public and private companies, commercial and investment banks, asset management firms, private equity funds, sovereign wealth funds, international financial institutions, and rating agencies. Global Sustain has delivered projects in different industries in 35 countries across Europe, Asia, Africa, Middle East, and the Americas. Global Sustain also operates an ESG Digital Services Division that has developed an innovative digital ESG platform for data collection, assessment, and risk management. Global Sustain is a signatory to the Ten Principles of the UN Global Compact, to the Principles for Responsible Investment (PRI) and TCFD, a GRI Community Member, a member of Social Value International, and CEO Clubs among others. For more info about Global Sustain, please visit www.globalsustain.org, www.globalsustainingroup.com, and www.sustainabilityforum.gr.

Global Sustain offers a results-based attractive remuneration package with benefits, in accordance with qualifications and experience and the opportunity to join a fast-growing organisation and leader in the ESG/Sustainability industry.

*Interested candidates are invited to submit a detailed resume and a motivation letter to info@globalsustain.org, quoting "**Account Manager**" in the subject, describing how this position meets their career intentions and goals in the ESG/sustainability field and what their qualifications are for the position.*

Global Sustain appreciates all expressions of interest but only short-listed applicants will be contacted.