



*Sustainability for a Connected Future*

## SENIOR DIRECTOR, STRATEGIC GROWTH

### POSITION DETAILS

- Full-time (\$150k - \$175k USD per year depending on experience)
- Fully Remote (preferably based in Washington, D.C. or Brussels, Belgium)
- Reports to CEO

### ABOUT GLOBAL ELECTRONICS COUNCIL

The Global Electronics Council (GEC) is a mission-driven non-profit launched in 2006 and dedicated to creating a more just and sustainable world. Our focus on electronics is due to our recognition that electronics have become increasingly pervasive, finding their way into products within our home, car, clothing, toys, and even the watches we wear. While the technologies that rely on electronics can provide tremendous societal good, they are also the source of significant negative environmental and social impacts. GEC acts as the fulcrum point between the institutional purchasers who buy electronics and the manufacturers who produce them. We support large-scale purchasers, both public and private, with tools and resources. By deciding to buy sustainable technology, institutional purchasers leverage their purchasing decisions towards creating a more sustainable and just world.

### POSITION SUMMARY

The Senior Director, Strategic Growth leads the development of new strategic opportunities and markets for the organization to increase its reach and impact. The ideal candidate will have experience working across stakeholder communities (private sector, purchasing organizations, government policy makers & regulators, investors, civil society, etc) to identify emerging trends and translate them into new opportunities for GEC to expand its standards, programs and services. The person filling this position will report directly to the Chief Executive Officer (CEO) and have responsibility for creating the strategy for the future growth of the organization, including balanced funding and revenue opportunities which align with the vision and mission of the organization.



*Sustainability for a Connected Future*

## RESPONSIBILITIES

- Establishes short- and long-term strategies direction for organizational growth
- Identifies, evaluates, sizes and formalizes GEC's assessment of new services, markets and ventures
- Develops and articulates detailed financial analyses of new opportunities for GEC consistent with its brand and mission
- Interprets policy & regulatory instruments to identify drivers for sustainable purchasing which can align with GEC growth opportunities
- Documents the resources, human and financial, and the change management requirements to enter and succeed in new markets
- Works across the organization to measure and evaluate the success of new pilot ventures to determine scalability
- Serves as a member of GEC's senior leadership team (SLT) that reviews, enacts and monitors organizational-wide policies and performance

## QUALIFICATIONS

- Bachelor's degree (required) or Master's degree (preferred) in relevant field such as business administration, finance or similar
- 10+ years of demonstrated business/NGO strategy and business development experience
- Expertise in creating dynamic financial models to support decision making on growth opportunities
- Ability to see broad trends and priorities across geographies and stakeholder groups and translate them into tangible strategic plans
- Highly organized with great attention to detail, follow-through and communication
- Strong interpersonal skills, with the ability to engage and influence diverse audiences
- Experience working with large, international companies in the ICT sector
- Prior business development experience with a sustainability non-profit organization
- Understanding of eco-labels, including standards developments, drivers for adoption and other relevant topics
- Exposure to emerging trends on purchasing requirements for manufactured products in North America, Europe and Asia



Sustainability for a Connected Future

- Experience in interpreting regulatory and policy instruments which drive sustainable purchasing
- Background in consulting services organization, including early stage organizational and business development

**Benefits:** GEC recognizes, supports, and invests in our employees and we pride ourselves on offering standout benefits:

- Comprehensive health coverage (medical, dental, and vision)
- 401(k) retirement savings plan fully vested upon enrollment
- Flexible work hours and focus on work/life balance
- Professional development benefit
- Three weeks vacation
- Generous holiday leave (including one week off for Spring Holiday and two weeks off for Winter Holiday)
- Stretch Fridays (every third Friday of the month off)

**Application Process:** Submit a résumé and a cover letter *specifically focused on your qualifications for this position* to Julia Bulfin: [jbulfin@globalelectronicscouncil.org](mailto:jbulfin@globalelectronicscouncil.org). Include in your cover letter details demonstrating competencies and qualifications listed above.

GEC provides Equal Employment Opportunity (EEO) to all employees and applicants. Employment decisions are based on the skills and qualifications of candidates. Candidates will be free from discrimination based on characteristics protected by law such as race, religion, color, national origin, marital status, sex, age, sexual orientation, Vietnam Era- or disabled-veteran status, or the presence of a physical, mental, or sensory disability.