

STANTON CHASE



**GLOBAL
ELECTRONICS
COUNCIL**

Sustainability for a Connected Future

Director, Federal Relations

Washington, DC Area (Remote)

Recruitment Profile

May 2022

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Client Overview:

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.

Job Title:	Director, Federal Relations
Company Location:	Washington, DC
Reports To:	Director, Global Purchaser and Manufacturer Relations

Position Summary:

The Director, Federal Relations supports the Marketing & Outreach team in driving and quantifying demand for more sustainable IT products and services among institutional purchasers in the United States Federal Agencies and related entities. The position will develop and implement a strategy to increase mutually beneficial and rewarding relationships with GEC's existing U.S. Federal stakeholders, as well as cultivate new relationships with relevant NGO stakeholders in IT, efficient and clean energy products, and procurement. The goal of nurturing these relationships is to educate and advocate for purchaser commitments to buy sustainable IT products and services using the EPEAT ecolabel, develop partnerships with NGOs who share similar goals, and encourage reporting of purchases to GEC so that we can calculate the positive environmental impact of those purchases and help federal agencies take credit for those benefits. The position will counsel stakeholders how they can more easily fulfill their sustainability obligations under federal law by leveraging ecolabels, in particular, the EPEAT ecolabel as it relates to electronics procurement. The role will promote our ability to calculate the environmental impacts of their procurement so they may quantify how their work is creating a more sustainable planet and helping the Government to meet its Executive Order and statutory goals.

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Responsibilities:

- Develop and execute strategy for engaging institutional purchasers in the U.S. Federal government, with the goal of identifying all the key stakeholders in major procurement contracts and stewarding those relationships.
- Educate stakeholders on the EPEAT ecolabel as a tool to fulfill regulations to procure sustainable IT products and services.
- Advocate for reporting on sustainable purchasing so GEC can generate calculations on the environmental impacts of purchasers' procurement and quantify the impacts of initiatives.
- Identify opportunities and represent GEC at relevant webinars, conferences, trainings, and meetings that further the objectives of the role.
- Develop materials to help stakeholders understand the benefits of and process behind ecolabels and EPEAT.
- Promote GEC's Purchaser Awards program as a tool to reward procurement professionals for their work and help them calculate the sustainability benefits of their purchasing.
- Calculate environmental benefits of procurement. Record stakeholder engagement in central GEC CRM database.
- Digest and report on procurement trends in U.S. Federal procurement and develop ideas for GEC initiatives that could address unmet needs.
- Identify regulatory and statutory improvements needed to increase EPEAT ecolabel commitments and use in federal sector.
- Improve federal stakeholders/agencies' understanding of how EPEAT ecolabels meet their goals and objectives for sustainable purchasing.

Key Selection Criteria:

- Bachelor's degree in public policy, environmental studies, communications, or management/business, master's degree preferred.
- Minimum of eight years' experience working with U.S. Federal stakeholders, experience in federal procurement, sustainable acquisition, carbon disclosure & reduction, and circularity or circular procurement preferred!
- Working knowledge of the field of sustainability.
- Proven ability to act with high degree of professionalism.
- Exceptional organizational skills; exceptional oral and written communication skills; strategic and analytical thinker.
- Extensive experience using Microsoft Office Suite and other relevant applications.
- Ability and willingness to travel (as appropriate depending on health risks, eventually up to 25%).
- Ability to work independently, as well as in a team environment.
- Must live in Washington, D.C. area and be willing to work from home office.
- Federal experience in either the legislative or executive branch *preferred*.

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Personal Characteristics Desired:

- Proven collaborative leadership style with the ability to influence others into action and to think creatively about solutions.
- Proven ability to work in a fast-paced environment, both independently and as part of a team; hands-on and willing to get things done.
- Demonstrated ability to lead multiple high-profile and complex projects simultaneously.
- Exceptional interpersonal skills with ability to connect with people, establish credibility and trust with employees in various geographic locations and with multi-generational demographics, and job functions.
- Problem Solver; open minded and creative on approaching problems.
- Strong critical thinking, communication, and articulate speaking skills.
- Entrepreneurial work style.
- Good humoured and sound judgement.
- High sense of urgency.

All candidates must include a resume and cover letter to be considered. Cover letter should detail demonstrating competencies and qualifications listed in this recruitment profile.

Global Electronics Council 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.

Stanton Chase - Please Contact:

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