



for a living planet[®]

JOB DESCRIPTION

From its origins as a small group of committed wildlife enthusiasts, WWF has grown into one of the world's largest and most respected independent conservation organizations – supported by 5 million people and active in over 100 countries on five continents.

For our Earth Hour Global office we are looking for a qualified:

Director of Business Development

Location:

Earth Hour Global office in Singapore.

We are looking for a Director of Business Development to provide strategic oversight, lead all marketing initiatives, develop active corporate prospects and major donors. The Director will create and implement strategies for cultivation, solicitation and closure, as well as set and achieve annual targets and goals.

The candidate must be entrepreneurial, results-oriented, prospect-focused, strategic and intuitive, as well as comfortable working both independently and as part of a team.

Main responsibilities:

- Raise revenue and deliver cost-effective strategies to meet fundraising objectives, keeping abreast of new and best practices in local and global markets for appropriate strategies to implement;
- Implement a global fundraising strategy for EHG within the WWF global network
- Develop, launch and manage corporate engagement products;
- Build EHG reputation on business engagement among the business community by presenting and representing EHG in various platforms;
- Cultivate relationships with key third parties who can advocate among the business community;
- Establish leadership position within the EHG team to direct resources and efforts towards reaching a portfolio of sustainable income for EHG;
- Collaborate and integrate workplans with other departments to align towards the overall organisational goals and objectives;
- Perform other duties as required.

What you need:

Required Qualifications

- Advanced degree in Marketing or Business Administration;
- 8-10 years of professional experience and demonstrated success in engagement with businesses on corporate social responsibility, corporate relations management, marketing or fundraising;
- Previous experience in major donor fundraising is highly desirable.

Required Skills and Competencies

- Proven leadership skills in corporate engagement, project and budget planning and implementation with respect to marketing and fundraising as well as managing multiple donor budgets;
- Experience of building relationships with senior/high profile individuals and foundations;
- Able to manage and motivate direct and indirect reports in a leadership capacity;

- Excellent strategic and innovative skills to translate ideas into deliverables;
- High-level negotiation as well as interpersonal and influencing skills, and the capacity to develop and maintain strong relationships at all levels in the business;
- Excellent oral and written communication skills in English, proficiency in Mandarin will be an advantage;
- Strong interest in conservation;
- Adheres to WWF's values, which are: Knowledgeable, Optimistic, Determined and Engaging.

How to apply?

Email a cover letter and CV in English to hr@wwf.sg with the subject line **Director of Business Development**.

Deadline for applications: June 30th 2013

WWF is an equal opportunity employer and committed to having a diverse workforce.