



## **NEW BUSINESS & CORPORATE PARTNERSHIPS MANAGER (CDI)**

### **About ChangeNOW**

Our mission is to accelerate change towards a sustainable world, by creating opportunities and assembling all the resources needed for impactful solutions to grow and scale-up.

To do so, we create inspiring events and connect solutions, investors, corporations, media, skills, and cities from all around the world. Our major initiative is the **ChangeNOW Summit** which was created in September 2017 and quickly grew to become **the World's largest positive impact conference** ([www.changenow.world](http://www.changenow.world)).

Our past edition, in January 2020, gathered 1,000 solutions for the planet, 350 speakers and innovators, and 28,000 participants coming from 100 countries, under the emblematic glass dome of the Grand Palais, in Paris.

The 4th edition, in May 2021 and in digital format, gave a new engergure to the event, with more than 165 countries represented, and the involvement of the world's greatest leaders of change.

Based on the 17 UN Sustainable Development Goals, ChangeNOW addresses topics such as sustainable cities and mobility, clean energy, food and water security, ocean cleaning, education, circular economy, health and well-being, inclusion, biodiversity, etc.

To support our growth, we are opening a **New Business & Corporate Partnerships Manager** position within the corporate partnerships team.

### **Why join ChangeNOW?**

Join our team of dreamers and doers, and benefit from a unique opportunity to:

- be at the center of the vibrant and fast-growing ecosystem of positive impact, and develop your network with high level connections (corporates, thought leaders, investors...)
- join a dynamic and committed team, and gain experience in an innovative and entrepreneurial environment
- contribute to building a better world, work on projects with a strong sense of purpose and have a positive impact on the planet and society

### **Context**

We seek to professionalize change at large scale, as the main and global platform that supports the growth of concrete solutions for the planet and supports the positive transformation of the business community across the globe.

Over the recent years, we have built a significant track record of partnerships with major companies that are leading the transition efforts in their respective sectors. We are now implementing ambitious

plans to deepen the scope and range of our partnerships within the private and public sectors to grow our operations and impact.

It is the responsibility of the Corporate Partnerships Team to engage all year long with our community of partners to create positive value for the impact ecosystem, and integrate them in all our initiatives.

As new business manager, you will:

- Contribute to designing and piloting commercial and engagement offerings for all our activities
- Identify, curate and solicit new potential partners in untapped markets and geographies (SMEs, ETIs, international accounts and specific sectors)
- Negotiate and close partnership deals, event packages and various offerings
- Initiate and develop new and long-lasting corporate partnerships, while managing key relationships at every level
- Prepare the future integration of our partners in our various activities and campaigns, in collaboration with all internal teams
- Continually monitor and evaluate each partnership to ensure objectives are being met in line with the partners' and ChangeNOW's expectations

**Practical information:**

- Contract: Permanent position (CDI)
- Location: based in Paris (12th arrondissement)
- Starting date: September 2021
- Remuneration: according to the company's salary scale

**Requirements:**

- 3-5 years of successful experience in business development, sponsorship, fundraising, key account management or cause marketing
- Strong interest and familiarity with environmental and social change. Drive and motivation to have a positive impact, and to change the world!
- Event sponsorship and special events experience appreciated
- Native French; bilingual or fluent in English. 3rd language a plus
- Strong interpersonal skills and ability to interact with senior professionals
- Autonomous, persuasive & integrative thinking
- Strong sense of teamwork and collaboration

Please send your resume and short motivation message to [kevin@changenow.world](mailto:kevin@changenow.world) cc [rose@changenow.world](mailto:rose@changenow.world). Feel free to link any example of past achievements.