



Regional Business Development Representatives, FairWild Foundation

Location: Remote, in USA/Canada (x1) and Mainland Europe (x1)

Hours: Part-time

The FairWild Foundation are seeking two Regional Business Development Representatives to lead on FairWild business growth in key regions (North America and Europe). We're looking for highly motivated professionals to build on current industry engagement and drive work to move the Foundation forward into the next phase of our growth.

About the FairWild Foundation

At FairWild, we believe that enabling ethical and sustainable wild harvesting is the pathway to collective prosperity and to a resilient society – one that harmonises the relationship between communities, enterprise, and our living natural planet. The FairWild Foundation is dedicated to increasing the sustainability of trade in wild harvested plants and the wellbeing and income opportunities of harvester communities. We do this through the provision and promotion of the FairWild Standard, and through our internationally recognised certification system providing a framework for sustainable, fair and value-added management and trading of wild plants and similar natural resources, including fungi, lichen, and algae. Wild plant harvesting has the power to foster a positive relationship between nature and people. It preserves unique cultures and promotes the sustainable use of distinctive landscapes, all while ensuring dignity and empowerment for those who rely on them.

About the role

The Regional Industry Representatives will be responsible for pursuing the industry growth goals of the FairWild Foundation, in support of the overarching strategic goals of the FairWild Foundation. The Representatives should each develop their own workplans, targets and strategies for achieving the objectives as set out below, and ensure achievement of those targets.

Primary goals are to:

- Build awareness of the FairWild brand among key sectors (health and wellness, food and drink, cosmetics) and companies in the focal region (North America or Europe).
- Grow the pipeline of potential FairWild clients (collection operations, traders/processors, brands and retailers) from these key sectors via engagement at industry events and one-to-one engagement.
- Convert existing and new industry leads to clients (certified or registered businesses).
- Support the expanded FairWild involvement of current clients (e.g. adding new species to their certificate, incorporating additional FairWild ingredients into their product ranges, using the FairWild label on additional products).

About you

This is an outposted role that will suit a self-directed person with experience in managing a portfolio of clients and engaging the botanical industry on sustainability and international certification and eco-labelling.

We expect that a model candidate would fit the following description:

- Minimum of 5 years as a botanicals sourcing/sustainability professional in a relevant sector (health and wellness, food and drink, cosmetics). Experience with voluntary certification standards preferred.
- Self-organisation and initiative, with a proven track record of delivering on business development.
- Excellent organisational skills with ability to prioritise, meet deadlines, and adaptively manage as needed.
- Strong communicator: must be fluent in English with excellent written and spoken communication skills. Skills in other languages (especially French, German, Spanish, or Chinese) would be an asset.
- A strong team player who can primarily work independently but also call on the wider team when needed.

However, we welcome applications which do not necessarily meet all of these criteria.

How to apply: Please submit a cover letter and CV to secretariat@fairwild.org.

Closing date: 8 am BST (i.e. UK time) on Monday September 4th 2023.

Application process: Interviews are anticipated to be scheduled the week of 11th September 2023. The role is envisioned to start in early October 2023.

The FairWild Foundation supports, facilitates and promotes equality of opportunity and a culture which celebrates diversity and inclusion. The diversity of our people is important, and we value and celebrate individual differences. We encourage applications from anyone who feels they are suitable for the job, regardless of their race, sex, disability, age, religion, sexual orientation or any other characteristics. If you feel you will need reasonable adjustments to participate fully in the recruitment process, please email secretariat@fairwild.org.