

Associate Director, Business Development and Consulting Australia & New Zealand

Corporate Citizenship is a global management consulting company specializing in corporate responsibility and sustainability. We use clear insights and a simplified approach to sustainability to deliver growth and long-term value for business and society. We have offices in London, New York, San Francisco, Santiago, Singapore and Melbourne.

We are seeking an Associate Director, Business Development and Consulting with significant experience in corporate responsibility (CR) consulting and in selling consulting services, to join our Australia & New Zealand team. This position will suit someone with a strong track record in corporate responsibility consulting and business development and is looking for a new challenge.

The successful candidate will have:

- A minimum of 8 years in corporate responsibility.
- Ideally at least 2 years of experience in corporate responsibility consulting, delivering business value for clients through multiple corporate responsibility and sustainability disciplines.
- A track record of selling CR projects to companies.
- Knowledge of corporate responsibility marketplace, competitor activity, technical developments and commercial opportunities to aid development of company strategic planning and budgeting.
- Strong relationships with a wide range of corporate responsibility professionals, including senior people in-house at ASX 100 companies.
- Exposure to international business and experience working with global accounts.
- Excellent educational background:

To apply please send your CV and covering letter outlining:

- Your experience in delivering CR consulting to companies.
- Your experience in selling CR consulting services to companies, including existing clients and new clients.
- The main areas within the corporate responsibility and sustainability field in which you have particular experience and expertise.
- Your **salary expectations** and preferred base.
- Confirmation that you are eligible to work in Australia.

We will offer a competitive compensation package that includes salary, benefits and bonus based on meeting targets.

The post is initially part time but can build as the successful candidate chose. The successful candidate could be based in either Sydney or Melbourne where we have offices. Our sister company has Sydney offices. Other locations within our region could also be considered.

To apply for this post or discuss the opportunity please contact simon.robinson@corporate-citizenship.com Tel +61 3 9993 0452