

Country Director, UK and EMEA – London

We're seeking an ambitious leader who is passionate about making a difference to the society in which we live. With a proven background in sustainability and delivering lasting societal impacts, your entrepreneurial spirit will relish the challenge to spearhead and manage the next stage of growth for the leading international management consultancy in sustainability and corporate responsibility.

Now 20 years old, Corporate Citizenship exists to help companies to thrive - by doing business in a sustainable way that benefits them, the environment and society. We believe in inclusive capitalism.

Already working with some of the largest and most influential brands in the world, we have advised 50% of the FTSE 100 companies as well as many in the Fortune 1000, along with SMEs. Current and past international clients include: Abbott, Best Buy, Centrica, Del Monte, Mars, Diageo, Golden Agri, Cisco, Santander, S&P Global, Nigerian Stock Exchange, Semcorp and Unilever.

Able to provide a unique global view through our teams in six locations around the world: London, New York, San Francisco, Santiago, Singapore and Melbourne, we have undertaken projects across 45 countries.

We are also proud innovators including having founded LBG, the globally recognised measurement framework for corporate community investment whose network currently consists of more than 220 companies internationally.

Corporate Citizenship is part of Chime Communications, who transform businesses, brands and organisations through the power of sport, entertainment and communications by creating a lasting commercial and social impact.

Recognising the increasing demand from businesses, institutions and society to work better together for our common good we now seek an exceptional leader, a Director for our UK and EMEA office, to harness the marketplace opportunity and galvanise the team to future success.

Job Description

The Director will have overall P&L responsibility for the UK and EMEA office, supported by the senior leadership team, and responsible for delivery of the business to budgets. Reporting will be to the CEO of Corporate Citizenship, and be a member of the Global Executive Team.

Key responsibilities:

Strategic Leadership

- Articulate and embed a new business plan for the UK, continental Europe and Africa - with specific focus on growing our client footprint in those regions.
- Financial monitoring and reporting of monthly revenue, expenditure and profitability and ensuring performance is to budget.
- Strong track record of effectively managing teams, and supporting project managers of complex projects

- Ability to inspire and motivate the team based in London and ensure they have clear and motivating career progression.

Client Management and Business Development

- Networking to develop new contacts and personally lead pitches to win new business and new clients.
- Managing and developing key client relationships of her/his own and giving day to day strategic advice across all Corporate Citizenship's service lines.
- Personally accountable for generating and delivering profitable business, including spearheading and overseeing business development for the region, and personally leading large accounts and streams of business.
- Ensuring that regular key client management reviews are carried out.
- Leading and attending networking events and speaking at key events.
- Developing thought leadership and content, exploiting social media opportunities

Personal experience/ specification

- A strong and positive sense of vision and experience of how good business can contribute to society at large.
- Entrepreneurial, with strong commercial acumen.
- Used to working as a strategic consultant / advisor at Board level and Sr Executive level.
- Global experience and perspective is essential.
- Strong leadership credentials, with judgement to inspire and develop individuals.
- Attention to detail and operationally minded.
- Clear strategic thinker, strong collaborator, and effective communicator.

Terms and location of the appointment

The post is a full-time position, based in London. A competitive reward package will be offered which will include pension and performance related incentives.

Please apply via [clicking here](#).