



— Vacancy Senior Project Manager with Business Development

Are you looking for the next phase in your career and want to contribute to the growth of one of the world's leading water sustainability concepts? Do you want to make a visible impact on water issues world-wide by working with both private sector and governments on increasing water efficiency, tackling water pollution and devising water smart policies?

Water Footprint Implementation (WFI) is looking for a Senior Project Manager with Business Development experience to strengthen our team of water (footprint) experts and drive growth.

— Your role

You will be part of our young and dynamic team, working closely with both the technical team and the founders to lead our growth and maximize our positive impact on freshwater resources world-wide.

As project manager, you will play a vital role in the project development and definition phase, as well as ensuring projects are delivered on time and budget. You will be responsible for supporting clients in conducting water accounting/footprinting, goal/target setting, and developing and implementing water consumption reduction and water footprint compensation strategies across diverse sectors and clients.

In your business development role, you will be tasked with lead generation, offer and proposal development, up to closing contracts and supervising the project delivery. Your network provides new potential customers and partners.

You will coordinate with the senior management team on the development and maintaining of relationships with key stakeholders, including funders, partner organisations and industry groups/sector associations. You will work to develop a trusted advisor relationship with clients, managing expectations and focus on helping them defining and achieving their water sustainability goals.

You will be able to identify new opportunities by monitoring and reporting on existing and emerging legislations, such as the EU CSRD, SFRD, DDDS, or voluntary frameworks, such as the Science-Based Targets Initiative, CDP, GRI etc.

Additionally, you will support the creation and scaling of new services and products, such as training materials, workshops and contribute to the roll-out of the newly launched Water Footprint Compensation concept and the International Water Sustainability Benchmark for Financial Institutions.

You will need to be proficient and effective at communicating the technical aspects of water footprint in a way that is easy to understand and exciting for our clients and be able to report in a concise, technically correct but friendly manner.

Your skills

We are looking for an experienced, professional, and ambitious colleague, with the following profile:

- You hold a PhD or Master's degree in an Water Management, Environmental Sciences, (Data) Engineering, or Natural Sciences discipline;
- Minimum 8 years of experience in project management and/or business development in the Dutch and International water sector
- Experience in proposal writing with a proven track record of successful applications
- Direct experience in supporting the development and implementation of water sustainability strategies in a corporate or consulting role is a plus
- Existing network with partners, donors and funders in and outside of the Netherlands is a plus
- Confident and engaging verbal and written communicator (English essential. French, German or other European languages beneficial), comfortable with activities including public speaking and networking, with stakeholders of different seniority levels
- Proven experience or exposure to the development and implementation of outreach and client engagement strategies

— We offer

An exciting job at the cross-over from research to implementation, where data and knowledge is translated into practical solutions for businesses and policy advice for governments. A job where you can contribute to new developments in the relatively novel field of water footprinting. We work in an dynamic, informal, interdisciplinary environment with room for own-initiatives, self-development and international travel.

You will be employed full-time for a starting period of 1 year with possibility of indefinite extension based on performance.

Part time is an option only in discussion with the management team.

— Apply for the job

Note that only candidates holding a work permit for the Netherlands or already based in the Netherlands should apply.

For additional information regarding this position, please contact ioana.dobrescu@waterfootprintimplementation.com

Please apply by emailing info@waterfootprintimplementation.com in one integrated file:

- a motivation letter (1 page),
- your CV (max 3 pages),
- relevant certificates and references

Until 25th of June 2023.

The first (online) job interview will take place on 3 to 7 July 2023

— Workplace

Water Footprint Implementation

Lange Voorhout 90

Den Haag

<https://waterfootprintimplementation.com>