

Job Title:	Senior Corporate Engagement Officer – Commercial Relationships
Job Location:	London, UK
Salary Range:	£33,111 - £36,166 per annum
Benefits:	Pension, private medical insurance, travel insurance, 24 days annual leave (in addition to public holidays)
Duration:	Permanent
Hours:	Full-time (35 hours per week)

ABOUT IWA

The International Water Association (IWA) is a global network of water professionals bringing people and institutions together from across the water cycle all working to address the world's most urgent water challenges when and where they arise, from ridge to reef and from catchment to tap as well as to deliver equitable and sustainable water solutions for our world. The IWA aims to connect people with a diversity of backgrounds to generate innovative solutions and new opportunities to tackle urban and basin-related water challenges.

The Association publishes 12 scientific journals and 40+ books per year on water management. In addition, IWA develops leading edge innovations and synthesises these through the work of its IWA Specialist Groups, Clusters and a set of global programmes focused on for example Cities of the Future and Basins of the Future. The secretariat has a worldwide staff of approximately 50, with headquarters in London and South Asia office in Chennai, India.

PURPOSE OF THE JOB

Under the general supervision of the Membership Manager and the Global Operations Director, the **Senior Corporate Engagement Officer** is responsible for managing and developing relationships with all association partners as well as creating strong and long-lasting contact with a combination of new and existing partners. You will be focused on closing deals to bring in new partners, sponsorship for key association events and to identify other sources of revenue. You will also be involved in identifying opportunities for membership growth through both the development of relationships with appropriate businesses, organizations and groups also through the identification and conversion of opportunities that increase the profile of the association.

This is an exciting role for which we are seeking a confident and articulate account manager with strong teamwork strong customer service relationship skills. An individual with proven experience in building and maintaining relationship with business-to-business clients, enthusiastic, proactive, personable, self-motivated with strong database/IT skills, excellent attention to detail with exceptional engagement skills and comfortable in presenting to a wide range of members across different sectors.

JOB DESCRIPTION

Primary Responsibilities but not limited to:

- Be the dedicated account manager responsible for IWA's portfolio of 500+ corporate members and 50+ Governing Members.
- Devise strategies to growth IWA's attract and recruit new Governing members to increase IWA presence in low-income countries including African regions
- Research and identify potential new corporate members and develop commercial partnership
- Explore opportunities to involve existing commercial partners in upcoming projects and identify opportunities for to generate additional revenue for the secretariat (*including Sponsorship, securing endowments and other funding opportunities*)

- Managing the contractual cycle to ensure contracts are up to date and renewed in a timely manner
- Promote the association through the development of a network of influential contacts within economic, political and social environments as well as within the water sector
- Represent the secretariat at events to broaden the association's reach and create new commercial relationships.
- Secure speaker/presentation opportunities for the association within appropriate existing/established events that can provide access to new target communities of industry members
- Attendance at events / conferences to promote membership and strengthen the relationship to existing members, consistent with the Engagement Strategy developed (local and international travel may be required from time to time).

The above job description contains the main duties and responsibilities for this position and the role will be 70% developing new business and 30% managing existing accounts.

Work Experience Knowledge & Skills	
<p>Essential</p> <ul style="list-style-type: none"> * Demonstratable experience in communicating clearly and confidently with C-Suite clients or decision makers to secure new or repeat business *Ability to maintain and retain strong relationships with existing corporate members as well as internal and external stakeholders * Strong relationship management, proposal development and pitches to bring in new income, evidenced by growth in the corporate income stream *The ability to use strong presentation and public speaking skills to build and sustain relevant networks partners and communities’ relationships *Effective due diligence and research skills to identify new business *A minimum of three years’ experience as a corporate account executive, business development or sales executive *Excellent interpersonal, verbal and written communications skills *Good working knowledge of standard Office software e.g. Word, Excel, PowerPoint, 	<p>Desirable</p> <ul style="list-style-type: none"> * Has applied this experience to the attaining business within the water or utility sector * Good background and knowledge of generating revenue through sponsorship *Negotiating and closing business contracts with existing and new clients * Ideally work experience within the water sector, fundraising or relationship management experience *BA Hons degree preferably in business administration, business management, marketing, communications or public relations. *CRM experience desirable (Salesforce specific training will be provided)

How to apply

To apply for the role, please email humanresources@iwahq.org with your CV and a cover letter explaining why you are the best fit for the role, along with the names and contact details for two referees. For more information on the International Water Association, please visit our website. The deadline for applications is midnight on 20th March 2023, however, interviews will be conducted on a rolling basis, so please apply early to avoid disappointment. We are an equal opportunities employer.