

Partnerships Executive

Point of Hire: Bangkok, Thailand

Reports to: Margus Pauts

Job Type: Full-Time

Who We Are:

Seven Clean Seas is an ocean-impact social enterprise dedicated to combating plastic pollution while fostering sustainable livelihoods in South-East Asian communities. We build Ocean Impact Projects and empower communities to turn the tide on plastic pollution. Our initiatives follow the Measure, Reduce, Offset, and Engage framework, involving businesses and individuals in co-creating sustainability initiatives. Additionally, we develop impactful projects that clean the ocean and create employment opportunities for local communities.

The Role:

As a Partnerships Executive, you will be at the forefront of our growth strategy, spearheading efforts to expand Seven Clean Seas' partnership base. You'll play a pivotal role in driving sales initiatives, leveraging your expertise in business development to forge strong relationships with potential partners. This position demands a proactive approach to identifying and pursuing opportunities, with a focus on achieving sales targets and driving revenue growth. You'll collaborate closely with the sales team and senior leadership to develop and execute strategies that maximize our impact in combating plastic pollution while fostering sustainable livelihoods. This role offers an exciting opportunity to make a tangible difference in our mission while advancing your career in sales and business development.

Responsibilities:

1. Sales and Partnership Development:

- Identify and cultivate relationships with potential partners, securing meetings and nurturing prospects through the sales pipeline.
- Support in the preparation of presentations, proposals, and tender documents to effectively communicate our services and offerings.
- Negotiate and close partnership deals.
- Continue the partner relationship and support Partner Management to ensure customer success after signing the contract

2. Performance Tracking and Reporting:

- Set and work towards collective and individual sales targets and KPIs, ensuring alignment with organizational objectives.
- Utilize CRM system Hubspot, to analyze and track qualitative and quantitative data, providing insights to enhance sales strategies.

3. Collaboration and Communication:

- Collaborate with internal teams to understand service offerings and evaluate potential partnerships that align with our values and objectives.
- Communicate effectively with cross-functional teams and external stakeholders to facilitate partnership development and execution.

4. Trend Analysis and Opportunity Identification:

- Stay abreast of industry trends and market developments, identifying opportunities to scale sales, growth, and partnerships.
- Anticipate client needs and preferences, leveraging insights to tailor sales approaches and maximize customer satisfaction.

5. Overall Function:

- Scope out new business opportunities through market research.
- Develop multichannel cold outreach workflows across strategic and revenue pillars.
- Ensure data integrity and cleanliness.
- Generate campaign content with support from team members.
- Run and manage sales outreach 'sprints.'
- Actively suggest cold and warm engagement campaigns.

Required Qualifications & Experience:

- University Degree
- Minimum of 3 years of experience in business to business sales
- Organized, Personable

Additional Skills:

- Business/Sales focus
- Proficiency in managing data and information
- Experience in Sustainability, GreenTech, or Social Impact startups preferred
- Familiarity with CRM systems and sales processes
- Tenacious attitude towards combating plastic pollution and promoting environmental sustainability
- Formal or self-study background in the sustainability sector

What We Offer:

- The opportunity to contribute to a meaningful cause by combating plastic pollution in an international organisation
- A dynamic role with potential for leadership development and career growth
- Competitive salary, employee development budget, and growth opportunities
- Flexible Annual leave
- 1-2 months training in Bali, Indonesia

Considerations:

- This role is onsite, based in Bangkok, Thailand.
- Workweek is predominantly office-based, with occasional travel required.
- Three-month probationary period applies.