

JOB DESCRIPTION



HEAD OF PROGRAMS FOR FOOD & BEVERAGES SECTOR

Specializations:

Agrifood agricultural supply chains (especially coffee and cocoa), business development, key accounts management, team management

Location: Paris
JULY 2019

CONTACT:

Recruitment_programs@purprojet.com

PUR PROJET

PUR Projet is a global leader in supply chain sustainability. We develop socio-environmental projects within the supply chains of our Corporate Partners. Through the economic and social empowerment of local communities and the introduction of sustainable development initiatives at the agricultural level; PUR Projet seeks to address climate change, while regenerating and preserving the ecosystems upon which these supply chains depend. Many of PUR Projet's projects fall within the categories of insetting, regenerative agriculture, agroforestry, forest conservation and landscape restoration.

PUR Projet is an impact driven social business and B Corp, based in Paris, France; with offices in Toronto, Singapore, Bogota, London and Bangkok. We operate programs in 50 countries. PUR Projet has a depth of experience in South America, Asia, Africa and Europe, and is currently expanding its scope within North America. PUR Projet's clients range in size but include large programs with entities such as Nespresso, Burberry, Ben & Jerry's, L'Oréal, Accor and Caudalie.

More information on PUR Projet and our work can be found on our website at www.purprojet.com.

ROLE

PUR Projet is seeking an ambitious, creative and engaging, impact driven individual for a role of Head Of Food & Beverages Europe, one strategic perimeter with several millions of euros of yearly budget.

It includes PUR Projet's programs with companies from the Agrifood sector, especially in coffee and cocoa supply chains, representing high exposure and high growth potential in the coming years.

DUTIES & RESPONSIBILITIES

SUMMARY OF RESPONSIBILITIES:	<p>Accountable for the performance and growth of the Food & Beverages programs perimeter</p> <p>Development and management of clients, partners, donors and investors on the design, development, implementation, management & monitoring of ecosystem-based positive impact strategies and programs, on a global basis.</p> <p>Management and Development of European F&B team (today 5 persons) based in Paris.</p> <p>PUR Projet spokesperson in the F&B sustainability ecosystem in Europe.</p>
INDIVIDUAL RESPONSIBILITIES:	<p>BUSINESS DEVELOPMENT & PORTFOLIO MANAGEMENT</p> <ul style="list-style-type: none">- Implement PUR Projet business strategy, and develop the adapted strategy for european F&B sector- Control the performance of your perimeter, implementing PUR Projet revenues and costs monitoring processes, driving decision making for investments (e.g. recruitments)- Develop direct clients and prospect relationships and support the F&B team in their capacity for strategic thinking, bringing transformation and solutions to 'inset' impacts involving:<ul style="list-style-type: none">o Design and implementation of new programs on behalf of these clients/partners, or potential investors; &o Model inputs and outputs for program implementationo Developing and managing program budgets.

-	<p>PROGRAMS MANAGEMENT</p> <ul style="list-style-type: none"> - Contribute to the ongoing programs management framework and support its continuous improvement and scale up at international level - Support the execution, coordination, administration and management of programs, in interdependence between PUR Projet field Projects Teams and regional teams, - Support the ongoing monitoring and communication of the projects and programs over time.
	<p>CLIENTS /PARTNERSHIPS RELATIONSHIP</p> <ul style="list-style-type: none"> - Ensure the quality of relationship with clients and stakeholders - Ensure client's levels of satisfaction and quality of deliverables - Manage and inspire the team on the coordination with stakeholders on the governance, administration and coordination of activities; including but not limited to strategy, accounting and measurement of environmental/social impacts, development of project portfolios and long-term coordination of project teams.
	<p>TEAM MANAGEMENT</p> <ul style="list-style-type: none"> - Implement PUR Projet "People" strategy at the level of your team - Ensure the well-being, development and growth of your team - Manage recruitments and talent management in your perimeter, in direct coordination with PUR Projet Chief People Officer

TEAM RESPONSIBILITIES:	<p>EXTERNAL COMMUNICATION & REPRESENTATION</p> <ul style="list-style-type: none"> - Represent PUR Projet publicly at conferences, in meetings with existing and potential clients, and with beneficiaries in the field; & - Support the development of marketing and communication materials related to PUR Projet's work in general, and to support Clients' external communications.
	<p>SUPPORT INNOVATION</p> <ul style="list-style-type: none"> - Work with the other teams to continually improve PUR Projet's project, management and communications tools and procedures, to ensure PUR Projet continue to offer industry leading services and opportunities to its Clients and Partners; & - Be creative, and bring forward opportunities and concepts that can improve the impact and sustainability of PUR Projet's programs.
	<p>CULTURE & COMMUNITY</p> <ul style="list-style-type: none"> - Support a healthy, fun and effective work environment as part of the PUR Projet Team; - Participate in internal workshops, seminars & social events to help carry PUR Projet's strong sense of community; &

	<ul style="list-style-type: none"> - Demonstrate your individual character, nature and ideology within the Company and support others to do the same.
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REPORTING:	The successful Candidate will report to Vincent Rabaron, Deputy Director for PUR Projet. The successful Candidate will also be expected to closely collaborate with a number of colleagues based in the Paris and other Global Offices.
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QUALIFICATIONS

EDUCATION:	<p>≥Bachelors (or equivalent) degree in Business, Science, Social Sciences, Anthropology or International Policy, A Masters-level (or equivalent) degree in a similar, related, or relevant field, and/or an MBA/MPA is considered a strong asset.</p> <p>Degrees in other fields will be considered if relevant Additional professional experience in the field of environmental conservation/restoration, agriculture and/or corporate sustainability are considered a strong asset.</p>
EXPERIENCE:	<p>Minimum of 5 years professional experience, including 2 years with direct team management responsibilities, and direct exposure to corporate clients management.</p> <p>Considered as strong assets:</p> <ul style="list-style-type: none"> - Experience in the agrifood sector or in F&B agricultural supply chains - more specifically cocoa, coffee - Experience in the development and administration of sustainability programs with corporates - Experience related to social and environmental policy, innovative business development and corporate social responsibility
SKILLS:	<p><i>Business Development and Management:</i> Strong social entrepreneurship mindset and commercial sense, including capacities such as active listening, tailor-made offers design, client relationship development, out-of-the-box thinking, pricing approaches.</p> <p><i>Team Management:</i> Leadership skills in line with PUR Projet People strategy; ability to embody PUR Projet's missions and values; strong interest in well-being of team members, team empowerment, talent management, mentoring and supportive leadership. You should be generational savvy and able/open to work with collective intelligence</p> <p><i>Social Science & Ecology:</i> Knowledge seen as an assets: supply chains, sustainable development goals, global reporting framework, climate change, carbon accounting, fair trade certification, environmental impact measurement, international policy frameworks, gender, worker rights, child labour.</p>

	<i>Digital Tools:</i> Proficient in the use Microsoft Office and Google Drive.
PERSONAL CHARACTERISTICS:	We are seeking an individual who takes strong responsibility and accountability for their work. An individual who is driven, self-reliant and comfortable working both autonomously and in a team.
LANGUAGES:	Candidates must be fluent in French and English. Proficiency in Spanish is seen as an asset.

WORKING CONDITIONS

The successful candidate will work out of the Paris. Travels will occur majorly within Europe (especially trips to Paris office if based in London) but trips to field projects locations should also be expected.

CONTRACT

We are looking for an individual to fulfill a full-time position. The successful candidate will start with PUR Projet between September and October 31st, 2019.

REQUIREMENTS & CERTIFICATIONS

Candidates must have a valid passport, legal right to work in France. Candidates must have the ability to travel in the USA, UK and EU at minimum.

RECRUITMENT PROCESS

PUR Projet kindly asks that interested candidates submit their CV and a cover letter, describing their motivation and relevant experience, by email to recruitment_programs@purprojet.com with the subject HEAD OF F&B – LAST NAME, FIRST NAME’.

It is kindly requested that all submissions are made by August 31st, 2019, although telephone interviews will begin before this time for any short-listed candidates who have submitted their documents early.

All CVs will be reviewed by the PUR Projet Team. Those candidates shortlisted will receive an email within 2 weeks of submission, to request a telephone interview. The final two stages of the recruitment process will be an in-person interview and case study.

Please be prepared to have three references available upon request.