



## Job Opening

30 April 2013

<b>Title:</b>	<b>FSC China Key Account Manager (male / female)</b>
<b>Business Unit:</b>	Business Development Unit
<b>Reports to:</b>	FSC China Operations Director
<b>About FSC:</b>	<p>FSC is an independent, not for profit, non-governmental multi-stakeholder organization. FSC was established to promote the responsible management of the world's forests. Today, FSC is the leading forest management certification system in the world. FSC works by bringing people together to promote responsible forest management and to find solutions to the problems created by bad forestry practices. FSC does so by providing standard setting, trademark assurance, accreditation services and business value for companies and organizations interested in responsible forestry.</p> <p>Products carrying the FSC label are independently certified to assure consumers that they come from forests that are managed to meet the social, economic and ecological needs of present and future generations.</p> <p>FSC is a registered international NGO in Mexico, with operational headquarters in Bonn, Germany. FSC has 5 Regional Offices and is represented through National Offices or Representatives in over 45 countries across the world.</p>
<b>Mission statement / business objectives of the function:</b>	The FSC China Key Account Manager is responsible for successful engagement with key business partners in China and will ensure strengthened relationships and productive corporate partnerships. The Manager will deliver on the FSC China strategic goals for supply and service delivery, market development and trademark management.
<b>Main roles and responsibilities:</b>	<ul style="list-style-type: none"> <li>• Managing the FSC China Key Account Program to maximize the opportunities for successful engagement with FSC's business partners. <ul style="list-style-type: none"> <li>○ Implementation of strategic corporate partnerships Building relations and working with key business partners of FSC China on increasing supply and demand of FSC certified materials, on marketing activities and awareness campaigns.</li> <li>○ Development of the FSC China Forum as a regular a platform for dialogue for Key Business Partners in China.</li> <li>○ Representation of FSC China at events relative for</li> </ul> </li> </ul>



	<ul style="list-style-type: none"> <li>○ effective engagement with Key Accounts.</li> <li>○ Organization of events, trainings, workshops, seminars in cooperation with interested Key Accounts.</li> <li>• Monitoring of market developments and how these contribute to FSC China's strategic development.</li> <li>• Close co-operation with external service providers, consultants and FSC certificate holders.</li> <li>• Activities to support the strategic development of FSC certified forest material supply.</li> <li>• Expand the market by developing programs and materials to provide guidance and support to the private sector</li> <li>• Provide input to a marketing strategy for China in coordination with the FSC International Business Development Unit, the FSC China Director, the FSC China Advocacy Director, the FSC China Board of Trustees, and the Asia Pacific Regional Office.</li> <li>• Collaboration with the wider FSC Asia Pacific Key Account team (Regional Office in Hong Kong, FSC Japan, FSC Australia etc)</li> <li>• Support 'FSC Marketplace' activities, an international platform designed to bring buyers and sellers of FSC certified products in the FSC supply chain together.</li> <li>• Coordination of FSC's engagement and presence at industry relevant events.</li> <li>• Management of the FSC China Trademark Service Provider program.</li> </ul>
<b>Cooperation with other operational units:</b>	<ul style="list-style-type: none"> <li>• All units of FSC International (Director's office, Policy and Standards, Quality Assurance, Business Development, Network, Central Services)</li> <li>• ASI – Accreditation Services International</li> <li>• FSC Regional Offices</li> <li>• FSC Network Partners (e.g. National Offices, National Representatives, National Focal Points)</li> </ul>
<b>Qualification, experience and skills:</b>	<p>The successful candidate demonstrates the following key competencies and qualities:</p> <ul style="list-style-type: none"> <li>• Education and training: A university degree in a relevant field (e.g. Business Administration, Economics, Forest Products, Marketing).</li> <li>• Working experience, style and skills: <ul style="list-style-type: none"> <li>○ At least 5 years relevant professional experience in key account management and/or marketing and proven professional successes, including working with global clients</li> <li>○ Project management experience, including in working in international project teams.</li> <li>○ Knowledge of international markets and market trends.</li> </ul> </li> </ul>



	<ul style="list-style-type: none"> <li>○ Skilled and experienced in engaging and communicating with business clients in an international environment</li> <li>○ Strong understanding of trademark and branding issues.</li> <li>○ Solution oriented attitude to work.</li> <li>• Languages: <ul style="list-style-type: none"> <li>○ Fluency in Chinese (spoken and written).</li> <li>○ Fluency in English (spoken and written)</li> </ul> </li> <li>• Others: <ul style="list-style-type: none"> <li>○ Ability to work well as a member of a multi-cultural, inter-disciplinary, multi-lingual, global team.</li> <li>○ Commitment to FSC's mission and values.</li> <li>○ Demonstrated cultural awareness and sensitivity to the diversity of values, views and approaches to issues relevant to the FSC program by stakeholders around the world.</li> <li>○ Familiarity at the general level with the scope of FSC's programs of standard setting, accreditation, trademark management and political engagement.</li> <li>○ Ability to represent FSC through his/her work with exemplary personal and professional authority and conduct.</li> </ul> </li> </ul>
<b>Functional attribution to organizational unit:</b>	The FSC China Key Account Manager reports to the FSC China Operations Director.
<b>Terms and conditions:</b>	<ul style="list-style-type: none"> <li>• The position will preferably be located in Beijing, China, while other locations in China may be considered under conditions.</li> <li>• Full Time: 40 working hours per week.</li> <li>• Temporary contract: 1.5 years – extension possible.</li> <li>• Starting date: As soon as possible.</li> <li>• Travel: Limited travel is required.</li> </ul>
<b>How to apply:</b>	<ul style="list-style-type: none"> <li>• Please send by 23 May 2013 your motivation letter, including salary expectation (net), and Curriculum Vitae as attachments, in English, to <a href="mailto:Recruitment_2013_03@fsc.org">Recruitment_2013_03@fsc.org</a></li> <li>• Please cite <b>Key Account Manager China (m/f) 2013</b> in the subject line of your email.</li> <li>• Please consult <a href="http://www.fsc.org">www.fsc.org</a> for further information on FSC.</li> </ul> <p>We will confirm receipt of your application. However, only candidates shortlisted for an interview will be further contacted and will receive notice of the final outcome of the selection process. Should you not receive a confirmation of receipt please</p> <ul style="list-style-type: none"> <li>• check your spam filter</li> <li>• and if you cannot find it there contact us at <a href="mailto:recruitment@fsc.org">recruitment@fsc.org</a></li> </ul>