



SALES DIRECTOR FOR EUROPE
GIST ADVISORY SWITZERLAND S.A. (GIST S.A.)

Location: Gland, Vaud, Switzerland

Who we are:

- A 15-year-old international sustainability consulting firm based in Geneva, with a research hub in Mumbai, technology partner in San Diego and collaborators & partners worldwide. Together, we bring together vast experience and in-depth knowledge across the fields of economics, ecology, environment, finance and policy.
- A recognized leader in sustainability analysis & metrics design, we work for corporations, financial institutions, CSO's and governments.
- An emerging powerhouse at the intersection of Sustainability, Big Data & AI: Backed by 40 person-years of data warehousing, algorithm writing, systems development.
- Ecologically grounded, economically focused and result oriented: We think big, start small and act fast.
- Signatory to both the "Gaborone Declaration" (Gaborone, 2012) and the "Natural Capital Declaration" (Rio, 2012).

Our Purpose:

- Provide corporate sustainability leaders with the information edge they need to win: We help our corporate partners become "*future-ready*" by designing and delivering leading-edge sustainability analysis, metrics, solutions, preparing them to win in a "VUCA" world
- To empower sustainability-focused Asset Writers and Asset Managers with the information edge they need for portfolio outperformance: Rigorous, scientific, data-backed "ESG" analytics
- To empower policy makers striving to achieve Sustainable Development Goals: Big Data backed, independently sourced, in-depth, economic and social analysis for policy making

Our Founder & Directors:

- Our founder and CEO, Pavan Sukhdev, is a sustainability thought leader and erstwhile Study Leader of TEEB and the UN's Green Economy Report.
- Our Advisory Board includes several outstanding sustainability leaders and experts, including Dr. Jean Rogers (founder of SASB), John Elkington (creator of the 'Triple Bottom Line' concept), André Hoffmann (founder of the Hoffmann Global Institute for Business & Society at INSEAD, and vice-Chairman of Roche Holdings), Erik Solheim (previously Head of UN Environment, and erstwhile Minister for Environment and Development of Norway) and Mark Gough (Head of the Natural Capital Coalition).

Business development:

- This year, GIST S.A. has started a business expansion based on delivering our "Integrated Profit and Loss" (<IP&L™) sustainability analysis through a highly secure and easy-to-use web portal. We shall deliver "software as a service" ("S.a.a.S.") through this cutting-edge B2B platform. At the same time, our social impact is expected to expand rapidly and significantly, as the technology platform enables new avenues of analysis and provides fresh insights to make business future-ready, and does so at a scale that we could never have imagined with only a "manual" system.
- In January 2020, Impact 360X (I360X) will be launched. I360X is a technology platform to help businesses discover, measure, value and manage *sustainable* corporate performance. This *new initiative* uses a wide-angle 'stakeholder lens' to *integrate* business impacts on natural, human & social capital with impacts on shareholders' financial capital.

**Job Description:**

This is a new role to drive market share and build a diverse portfolio of sales from European markets. We are looking for a charismatic and dynamic manager, with a proven track record in originating business opportunities, able to rapidly establish credibility in diverse business contexts.

Reporting to the CEO, member of the GIST S.A. executive team, and liaising with senior staff around the world, the Director of European Sales is responsible for all sustainability advisory, analytics, I360X platform, and sales of all other company products and solutions in the European region.

Key deliverables and tasks of the role are to:

- Deliver sales revenue targets for European markets within agreed budgets
- Create and implement European sales strategy and plans
- Build, manage and motivate an appropriate sales team within headcount budgets
- Contribute to designing and implementing a suitable Sales M.I.S. that helps manage European and global sales for GIST S.A.
- Collaborate closely with other GIST S.A. sales heads around the world
- Ensure clients develop valuable relationships with GIST to drive long-term business growth

Overall Education & Experience:

- Master's degree in a relevant field (e.g.: Master of Business Administration; Environmental Management; Environmental and Resource Economics; etc.)
- Excellent command of English and Spanish or French, both written and spoken
- 8-12 years of experience in Marketing & Sales of sustainability advisory services /products / platforms in an EU setting.

Specific requirements and skills:

- Passion for sustainability and our corporate purpose
- European sales experience and proven success in a business structure with high variable earnings
- Understanding of and/or work experience in sales management and strategy consulting in a sustainability context
- Willingness to work in an international start-up
- Disposition to travel for most of the time within Europe, and periodic visits to other regions as required
- Strong leadership capabilities and capacity to manage in complex situations
- Effective and persuasive presentation and excellent oral/written communication skills
- Strong interpersonal skills with high integrity and ethics
- Willingness and ability to groom and train a successor, in order to move on to another senior position in the firm in 3-5 years