



SALES MANAGER 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 ("The Economics of Ecosystems & Biodiversity") Initiative 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>TM) 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 achieve and exceed sales targets and build a diverse portfolio of clients for all GIST products and services from European markets. Reporting to the Sales Director for Europe, you will be responsible for managing the sales process for I360X to European clients, as well as generating advisory services and bringing Clients to use and value GIST's unique impact measurement platform and its wide spectrum of sustainability research capabilities.

Key deliverables and tasks of the role are to:

- Implement sales strategy for I360X and exceed revenue targets for European markets
- Manage Sales Process in Europe and produce sales management reports
- Understand, translate and map clients' sustainability concerns to generate opportunities for GIST's portfolio of advisory services
- Client prospecting, business development and relationship management
- Design sales materials (e.g.: presentations, briefs, pitches) and share with regional sales teams

Overall Education & Experience:

- Master's degree in a relevant field (e.g.: Business Administration; Environmental Management; Environmental and Resource Economics; etc.)
- Excellent command of English, French and one other European language, written and spoken
- 5+ 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
- Experience in B2B sales and operations
- Knowledge of Sales Management Software
- Understanding of sales management and strategy consulting in a sustainability context
- Willingness to work in an international start-up environment
- Disposition to travel for most of the time within Europe, and periodic visits to other regions as required
- Strong leadership capabilities
- 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