

Title: WorldGBC - Europe Regional Director

Location: Any country of the European Union - Candidates will be expected to have a regular presence in Brussels

Salary: 85,000 - 95,000 EUR per year; commensurate with experience

Type of Position: permanent

About the World Green Building Council

The World Green Building Council (WorldGBC) is a global network leading the transformation of the built environment to make it healthier and more sustainable. Collectively, with our Green Building Councils (GBCs) in around 70 countries, we accelerate action to deliver on the ambition of the Paris Agreement, by eliminating the buildings and construction sector's emissions by 2050. We are committed to delivering net zero, healthy, equitable and sustainable built environments for everyone, everywhere.

About the Europe Regional Network (ERN)

The ERN convenes GBCs to accelerate the shared vision of a sustainable built environment at the heart of Europe's future. The ERN currently has a number of overarching work streams including:

- [BUILD UPON Project](#) (€2.35 million of EU funding raised, over 2,000 organisations engaged);
- [Energy Efficient Mortgages Initiative](#) (+50 major financial institutions piloting green mortgages);
- ['Level\(s\)' Initiative](#) (the EU's common approach to sustainable building performance reporting, piloted by +130 projects in 21 countries);
- Built4People public-private partnership (circa €700 million Horizon Europe public private partnerships for sustainable built environment R&I).

About the Europe Regional Director

The Europe Regional Director is responsible for the successful implementation of the Europe Regional strategy in alignment with WorldGBC's global strategy. Responsibilities include managing relationships with and supporting a network of 20+ national GBCs in the region, 8+ Regional Partner companies, and other strategic organisations in the Europe region.

The Director will have a regular presence in Brussels and will be responsible for the advocacy work of WorldGBC, to ensure it continues to play a strategic part in the political dialogue and influence the direction of EU funding towards sustainable built environment innovation and research. This role will have two reporting staff (Head of Projects and Head of Advocacy). Together they will deliver and manage the ERN's projects and advocacy portfolio, including the management and cultivation of fundraising efforts (from grants and sponsorships) for these programmes.

The ideal candidate must have knowledge and experience working within a Belgian ASBL and managing EU (Horizon and LIFE) and philanthropic grants.

Key responsibilities include but are not limited to:

Partnerships and fundraising

- Oversee the development of persuasive fundraising proposals and reports to increase donations from new and existing supporters.
- Ensure funding proposals support the scaling and the impact of regional GBC-led programmes
- Manage the successful delivery of EU and philanthropic grants ensuring that outputs are delivered in compliance with grant guidelines and meet the stated outcomes
- Manage the portfolio of partners, foundations, and grantors cultivating strong, long-lasting relationships and ensuring that they see value in their contributions and involvement
- Identify new partners (ensuring a balanced representation across the sector) to support the delivery of regional projects and activities, developing detailed partnership work plans and management of the relationship so that they deliver value and impact for the network and for participating Green Building Councils (GBCs)
- Harness our GBCs, partners and key stakeholders' collective strength, maximising our influence across the network and leveraging their expertise in projects and advocacy
- Maintain a balanced Regional Network budget that creates resource and opportunities for GBCs to engage in WorldGBC projects and activities

Regional projects

- Represent the ERN in EU fora, working closely with the Head of Advocacy, and in leading debates such as the EU's forthcoming 'Strategy for a Sustainable Built Environment' under the EU's Circular Economy Action Plan
- Work closely with the ERN Head of Projects and the global projects team to leverage regional projects and programmes that drive impact locally through GBCs and where appropriate, facilitate GBCs designing and implementing regionally specific projects

Regional network and membership

- Continue to grow the profile of the ERN as the regional voice of WorldGBC and its members being the regional delivery mechanism of the network projects and programmes (particularly with the European Commission and key stakeholders)
- Be the ERN spokesperson participating in events, speaking engagements and in the media at a regional and international level
- Manage relationships with the regional GBCs, understanding and representing their needs to adequately shape organisational and regional strategy and activities
- Foster strong relationships amongst GBCs in the region, connecting CEOs, Boards, and staff to share best practice, exchange information, and collaborate
- Coordinate closely with the Regional Chair and Steering Committee in the development and delivery of the ERN strategy and activities
- Work with the Director of Membership to support the advancement of GBCs', ensuring quality controls and adherence to WorldGBC standards, as well as supporting their growth and heightening their impact of their countries
- Coordinate with other regions, sharing learnings from the networks

- Undertake any ad hoc activities or assignments that the CEO and the Director of Membership and Regions may delegate

Qualifications, Skills and Experience:

- 10-15 years of relevant experience, including working in the building/property/sustainability sector, either industry, government or other stakeholder group
- Strong international background, advocacy expertise with political organisations and natural talent for working diplomatically with diverse cultures
- Ability to build consensus from potentially competing viewpoints
- Excellent verbal and written communication skills in English, and another European language
- Experience in securing funding and managing funding relationships
- Successful, large scale European grants acquisition and management experience
- Ability to manage multiple projects/activities, maintain tight deadlines and manage competing priorities
- Experience and affinity for managing staff and external contractors and stakeholder, empowering and leading them to achieve results
- Excellent problem solving and crisis management skills
- Ability to foster a sense of comradery and ambition in advancing common goals

The ideal candidate is:

- *A strategic thinker* – has an ability to focus on the end goal and ensure that every activity and approach is directed towards this goal
- *A creative mind* – will innovate with approaches and engagement techniques
- *A relationship builder* – will listen to the needs of the team, industry and GBCs, and work collaboratively
- *Able to develop and implement a work plan* - can be meticulous in managing deadlines and deliverables, working with WorldGBC colleagues to ensure on-time delivery

To apply, please send a CV and covering letter to office@worldgbc.org by 11:59 PM EST on 31 July 2020.

WorldGBC thanks all applicants but will only respond to short-listed candidates.