



POSTING TITLE: Manager, PRME Engagement

LOCATION: New York, NY

POSITION SUMMARY

The PRME Manager of Engagement will be responsible for engaging business and management-related higher education institutions (HEIs) in the UN Global Compact and attracting more responsible business schools to join the movement.

She/he will be part of a team that, working closely with the rest of the Global PRME team, PRME Regional Chapters and PRME Working Groups, will be responsible for onboarding, signing up and significantly serving on a strategic as well as on an everyday basis, institutions to PRME. S/he will be responsible for ensuring that HEIs have a clear understanding of the opportunities available to them as signatories in PRME to: Connect, Learn, Lead and Communicate globally, regionally or locally. The scope extends from helping onboarding various applicants from across the globe to overseeing the impact and development of PRME Regional Chapters.

This is all with a view to scale the global collective impact of responsible business education and contribute to the delivery of the UN Sustainable Development Goals. By helping management faculties and business HEIs join together and efficiently access this support, the Manager of Engagement will enable them to more effectively shape their activities and strategies to help the world meet the Sustainable Development Goals whilst also delivering strong results in research, curriculum, and partnership transformation.

DUTIES AND RESPONSIBILITIES

- The Manager of Engagement will report to the Head off PRME.
- Engage and convert HEIs to join PRME and partake in impactful activities that will further the delivery of the UN Sustainable Development Goals
- Support Head of PRME to develop and deliver a regional growth strategy and plan including resource requirements, growth and follow up plan, income projections and engagement aligning to UNGC impact goals
- Oversee the establishment, growth and impact of PRME Regional Chapters, including supporting the development of governance structures and liaising with the PRME Global Chapter Council
- Track the regional growth plan quarterly. Forecast and manage adjustments as required
- Supports regionally relevant activities that will attract and engage prospective HEIs to consider joining PRME
- Working with the PRME Regional Chapters, follow up with interested HEIs and communicate the value proposition to them locally and globally and the contribution they can



make as Signatories of PRME towards the mission of PRME and delivery of the UN Sustainable Development Goals.

- Personally, lead engagement in priority countries through presentations, public engagements, value proposition webinars etc. to extend the awareness and reach of PRME
- Nurture excellent relationships with PRME Signatories and support the management of over 800 leading HEIs to fully engage, lead and drive change such as throughout their research, partnerships, and curriculum.
- She/he should understand academia's needs and sustainability challenges and help them take up the opportunities that PRME has to help them make progress
- Coach the Engagement Global Coordinators and Associates in their teams and Heads in the Regional Chapters to improve Signatory follow up and engagement practices. Help the team build an understanding of participant needs and gather feedback to provide insight back to the PRME team thus directing strategy and plans to better meet needs of the community
- Manages a support team (juniors/interns) in the onboarding of new, setting them up to be able to make most use of the PRME engagement opportunities and support, and helping them with ongoing administration, including annual reporting, contact database, managing invoices, etc.

RESULTS EXPECTED

- Meet ambitious recruitment, retention and income targets
- Key Account Management impact and engagement deliverables
- Manage engaged and motivated Chapter staff
- Deliver a strategic, cross organizational project as required
- Improved measurable engagement with PRME communities

COMPETENCIES

Passion for client service and client impact

- Effectively meets participating HEI needs. Takes responsibility for participant satisfaction and impact. Demonstrates professional qualities and demeanor that commands attention and respect from key decision makers
- Account management and engagement skills and service mindset. Builds trusted and productive relationships with key decision makers and responds to questions, concerns and requests from executives and key decision makers. Leads accounts towards greater impact

Persuasive and engaging communication skills

- Strong consultative engagement, selling and objection handling skills. Builds credibility and trust in order to engage prospective companies across the new joiners journey.
- Excellent presenting and communications competencies for public speaking, moderating, panel speaking and value proposition conversations
- Ability to interact with a broad set of HEIs and presenting both virtually and in person



- Ability to communicate persuasively in written form to help engage at scale

Advanced proficiency in key digital tools and analytical skills

- Proficient in Salesforce/other CRM contact management and reporting systems
- Advanced proficiency in essential communications and reporting tools: Excel, PowerPoint, Word
- Proven experience in analyzing data to extract insight around engagement results, client satisfaction, client understanding, as well as the impact of activities, and global sustainability trends

Proven delivery of results:

- Delivers to clear goals within strategies. Identifies priority activities and assignments, allocates appropriate time and resources, tracks progress and adjusts priorities as required.
- Foresees risks and allows for contingencies when planning. Monitors and adjusts plans and actions as necessary

Works in diverse teams and across geographies:

- Works collaboratively with colleagues in different teams to achieve organizational goals.
- Solicits input by genuinely valuing others' ideas and expertise; is willing to learn from others;

CORE VALUES:

- **Integrity:** Demonstrates the values of the United Nations in daily activities and behaviors; acts without consideration of personal gain; resists undue political pressure in decision-making; does not abuse power or authority; stands by decisions that are in the Organization's interest, even if they are unpopular; and takes prompt action in cases of unprofessional or unethical behavior.
- **Professionalism:** Shows pride in work and in achievements; demonstrates professional competence and mastery of subject matter; is conscientious and efficient in meeting commitments, observing deadlines and achieving results; is motivated by professional rather than personal concerns; shows persistence when faced with difficult problems or challenges; and remains calm in stressful situations.
- **Respect for Diversity:** Works effectively with people from all backgrounds; treats all people with dignity and respect; treats men and women equally; shows respect for and understanding of diverse points of view and demonstrates this understanding in daily work and decision-making, examines own biases and behaviors to avoid stereotypical responses, and does not discriminate against any individual or group.

EDUCATIONAL AND EXPERIENCE REQUIREMENTS



- **EDUCATION:** A first-level university degree in business administration, management, economics, political science, social science or related field.
- **WORK EXPERIENCE:** Three plus years of experience participant engagement, client support, marketing, and account management. Experience working on issues related to corporate sustainability is preferred.
- Proficiency in English is essential (full command on both spoken and written). Knowledge of regional languages is preferred

BENEFITS

- Competitive Salary
- Retirement Plan – 15% employer contribution after 6 months of services with additional 7.5% matching option.
- Vacation Days - 30 paid days (6 weeks) per year.
- Maternity leave - 16 weeks with full pay.
- Paternity leave - 4 weeks with full pay.
- Medical /dental/vision employee coverage

RECRUITMENT PROCESS

- Please include the following materials in your e-mail submission to **hrinquiries@unglobalcompact.org** with the subject heading: **Manager, PRME Engagement:**
 - Cover Letter
 - Resume/CV
- Applications will be accepted until **January 14, 2022**
- Given the anticipated volume of submissions, only highly qualified candidates will be contacted. No phone calls or unsolicited emails outside of the submission process.
- **Applicants must be authorized to work in United States. The Foundation for the Global Compact does not sponsor work visas.**

Interested in learning more about the UN Global Compact? Click [here](#) to sign up for our monthly Bulletin!

The Foundation for the Global Compact is committed to creating a diverse and inclusive environment of mutual respect. The Foundation for the Global Compact recruits and employs staff regardless of gender identity, sexual orientation, race, religious, cultural and ethnic backgrounds or disabilities. Reasonable accommodation for applicants with disabilities may be provided to support participation in the recruitment process when requested.