

TheConduit

Job Title:	Global Director of Impact Partnerships
Reporting:	Chief Operating Officer
Employer:	The Conduit Holdco Ltd (global holding company and owner of The Conduit brand and intellectual property)
Location:	Covent Garden, central London
Remuneration:	c. £125k

Company Overview

The Conduit serves as a home for people passionate about achieving positive social, environmental, and economic change. Our community shares our belief that the world's most pressing problems are better understood as opportunities waiting for entrepreneurial solutions. The Conduit's mission is to convene a collaborative community that scales and accelerates solutions to the world's greatest challenges and provide its community with a physical home, with industry leading sustainable and ethical hospitality, where creativity and innovation can flourish. Our members are from all over the world, from all sectors and industries and are representative of the world we live in.

The Conduit is at an exciting stage of its global expansion. Having opened our first Conduit Club in London in 2021, we are opening a second club in Oslo in 2023 and are gearing up to open more than 15 clubs across the world by 2030. As well as further developing our club model and rolling out new Conduit clubs across multiple locations, we are also developing our global conferences, digital academy, impact investment and corporate impact partnership businesses.

Purpose & Scope

The Conduit, a prominent social impact and sustainability-focused organisation, is seeking a highly motivated and experienced **Global Director of Impact Partnerships**. This role will be responsible for identifying, cultivating, and managing strategic relationships with global partners, including corporations, foundations, NGOs, and government agencies, to develop and execute impactful and innovative programs and initiatives that address social and environmental challenges. This position requires international travel and offers the opportunity to work with partners across the globe.

RESPONSIBILITIES & KEY DUTIES

- Develop and implement a comprehensive Impact Partnership strategy which identifies and engages key global partners across various sectors, with a focus on creating innovative and scalable social impact and sustainability initiatives.
- Oversee (and/or deliver) the end-to-end process of partnership acquisition and/or extension, including due diligence, negotiation, implementation, and ongoing relationship management.
- Ensure high-quality, current, and sophisticated competitor analysis.
- Cultivate and maintain strong relationships with existing partners, while proactively identifying and engaging new potential partners which align with The Conduit's mission and values.
- Lead strategic market analysis to identify organisations' corporate sustainability strategy and impact objectives, to ensure a robust pipeline of prospects.
- Act as an ambassador and advocate for The Conduit's mission and values, representing the organisation at conferences, events, and other public forums.
- Ensure that outstanding account management is delivered to engage partners, maximise partnership opportunities and ensure renewals.
- Work closely with internal teams, including programming, membership, communications, and operations, to ensure world-class partnership deliverables (events, high level dinners, tailored introductions, content, brand-aligned materials).
- Track and analyse partnership performance, providing regular updates to senior leadership and recommending adjustments to the partnership strategy as needed.

Other

- Responsible for the development, support, and management of direct report(s), fostering a culture of creativity, innovation, and excellence.
- Adhere to all Company Policies and Procedures.
- Actively champions and promotes The Conduit Diversity, Equity & Inclusion Strategy.
- Supports and contributes to the overall success of The Conduit.
- Alongside your key duties you may be asked to complete other tasks as and when necessary and reasonably required in line with business needs.

SKILLS, BEHAVIOURS & EXPERIENCE

- Extensive experience in partnership development, strategic alliances, or a similar field, at the most senior level, with a proven track record of success in social impact and sustainability-focused organisations.
- Extensive knowledge of ESG, sustainability and impact, and the key issues that need to be addressed by organisations and business leaders.
- Strong network of contacts and relationships in the global social impact and sustainability sectors and personal skills to build strong, creative, and enduring relationships with a range of professional partners.
- Excellent communication, negotiation, and interpersonal skills, with the ability to build and maintain relationships with diverse stakeholders.
- Proven project management skills, with the ability to manage and deliver multiple complex initiatives simultaneously.
- Strong analytical and problem-solving skills, with the ability to think strategically and creatively.
- A deep understanding of and passion for social impact and sustainability issues.
- Willingness and ability to travel internationally as required by the role.
- Entrepreneurial, commercial mindset, and an outstanding communicator in the full range of contexts.

Benefits

We strive to be a company that is inclusive, where everyone, from any background, can be happy at work.

As part of our team, you can enjoy a wide range of benefits:

- Competitive remuneration package including incentive structure to be negotiated
- Private medical insurance
- Standard pension with 5% employer matched contribution
- 30 days of annual leave, increasing every year up to an additional 5 plus bank holidays
- Enhanced maternity/paternity leave
- Access to our Programming events
- Continuous training and development