



**WWF** *for a living planet*<sup>®</sup>

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## **JOB DESCRIPTION**

**Position title:** Market Transformation Manager  
**Reports to:** Head of Conservation, WWF Singapore  
**Supervises:** Project staff and interns  
**Location:** WWF-Singapore  
**Date:** January 2017

### **I. About World Wide Fund for Nature, Singapore (WWF)**

WWF Singapore is a Singapore-registered charity, founded by WWF International - the global conservation organization. WWF-Singapore works with corporate partners in Singapore for best practices in natural resource management, engages in communications and outreach to raise awareness of critical environmental issues and collaborates with WWF offices in the region to raise funds for important conservation programmes. The WWF-Singapore office is also the global hub of WWF International in the Asia Pacific region. It works with government, business, other NGOs and the local Singapore community to spearhead efforts to build the region's expertise in planning and managing natural resources wisely.

### **Major Functions:**

- Manage the development and implementation of the WWF-Singapore Market Strategy linked to the Global Practice.
- Secure, build and maintain meaningful transformational partnerships with the private sector in regards to palm oil and sustainable seafood.
- Advise other WWF-Singapore conservation and communication staff on effective approaches to influence the private sector.

### **III. Major Duties and Responsibilities:**

1. Coordinate WWFS sustainable seafood/palm oil procurement programs in Singapore.
2. Responsible for technical expertise on market transformation in engagement with the private sector.
3. Develop and expand cooperation with national and regional palm oil/seafood and ocean partners' platforms, MSC and RSPO, NGOs, international organizations, business and other stakeholders in the region so as to promote and leverage WWFS seafood market strategy and palm oil market strategy.
4. Lead partnerships which focus on transformative ambitions to address sustainability and collaborative partnerships to transform the wider seafood market/palm oil industry.
5. Lead and design selective projects, manage third-party consultants, produce cutting-edge reports on commodities (seafood and palm oil), including the development of business case studies for our partners.
6. Represent WWF-Singapore externally in private sector events/process and in key WWF Network bodies.
7. Manage the secretariat of the Alliance for Sustainable Palm Oil, coordinate and execute outreach and acquisition to grow the number of corporate partner sourcing certified sustainable palm oil.
8. Lead and drive the Singapore Responsible Seafood Group and manage a number of corporate partnerships in regards to sustainable seafood.

### **IV. Profile:**

#### **Required Qualifications:**

- Relevant Bachelor's degree in either finance, economics or the environment.

- At least five years relevant professional experience in finance and/or sustainability;
- Demonstrated expertise and knowledge about market, investment, environment and sustainable development issues;
- Ability to analyse sustainability issues and to effectively communicate these to the stakeholders and partners; and
- Experience in sustainable supply chain management, soft commodities and financing are assets.

#### **Required Skills and Competencies**

- Strong leadership, interpersonal and team building skills.
- Ability to work in a networked environment (such as the WWF Network), with a proven capacity to define and defend priorities.
- Proven record of self-motivation, results delivery, working independently as well as adept at project and budget management.
- Excellent communication skills in written and spoken English.
- Dynamic, creative and outgoing personality with a commitment to nature conservation.
- Effective computer skills in spreadsheets, word processing, on the web and social media.
- Experience developing, implementing and managing business partnerships/corporate engagement strategies.
- A knowledge of sustainable business practices, preferably with experience in working with the supply chains of retailers and major brands.
- Networking, influencing, negotiation and conflict resolution skills with an ability to build strategic relationships at a senior level.
- Adheres to WWF's values, which are: *Passionate & Optimistic, Challenging & Inspiring, Credible & Accountable, Persevering & Delivering Results.*

#### **V. Working Relationships:**

- **Internal** - The successful candidate will work with the Conservation Team of WWFS, with WWF Singapore staff, and with a wider range of programs and initiatives in the WWF Asia Pacific region.
- **External** - Works with national authorities, academic institutions, NGOs, international organizations, business and other stakeholders in the region.

This job description covers the main tasks. Other tasks may be assigned as necessary according to organisational needs.

Please send your resume to [hr@wwf.sg](mailto:hr@wwf.sg). Closing dateline is 20 August 2017.