



Head of Partnerships Pharmaceutical

March 2024

About Organisation

Climate change is the greatest threat of our time. Let's solve it together.

Are you inspired by the prospect of joining a fast growth and market-leading tech business that's on a mission to tackle climate change by accelerating the transition to low carbon, sustainable supply chains? Manufacture 2030 is a purpose-led software company. Our mission is to bring major corporations and their supply chain partners together to turn their bold carbon commitments into reality, creating a more sustainable future by 2030. Our cloud-based SaaS platform helps supply chain owners and their suppliers to measure, manage and reduce carbon emissions and other environmental impacts.

Our History and Culture

We have a track record of pioneering new ways to spread sustainable practices across manufacturing supply chains around the world. We partnered with global brands and worked with thousands of their manufacturing suppliers, down to the plant level, to reduce environmental impact. Not everything we have tried has worked, but a lot has. And we made it our mission to learn even more. Six years ago we brought all the best bits together and launched Manufacture 2030. Our name was specifically chosen to align with the Sustainable Development Goals, intended to be achieved by 2030 and defined as 'the blueprint to achieve a better and more sustainable future for all.' We are a purpose-driven and dedicated team of genuinely nice people who love what they do. We all share one common value - the determination to reduce global impacts on our environment and support our clients' carbon reduction targets. Find out more about us [here](#)

The Role

Role: Head of Partnerships - Pharmaceutical

Location: US East Coast



Salary: \$105,000 USD+

Job Summary

We're now on the hunt for an innovative and enthusiastic Head of Partnerships (Pharmaceutical) to lead a sub-section of our client portfolio, driving creative new cross-sector approaches to environmental impact reduction in Pharmaceutical supply chains. Reporting into our Chief Customer Officer, this is an exciting role suiting someone who has strong client and account management experience and knowledge of climate and decarbonization, who wants to be seen as an expert in sustainable supply chains and driving Scope 3 emissions reductions in a particular industry.

Responsibilities

- Creating innovative new coalitions and partnerships within the sector that are focused on decarbonising supply chains, such as the recently launched Activate.
- Leading on an industry portfolio of key clients and prospects in the Pharmaceutical sector, principally global manufacturing brands with large supply chains.
- Turning existing clients into our strong advocates to expand the work we do with them and to help us win business with other companies in the industry.
- Building and managing a 'community' of supply chain owners in the industry who are members of Manufacture 2030 to ensure consistency of approach, influencing product and service development and scoping opportunities for wider business development.
- Effectively communicating the company vision and value proposition for reducing carbon emissions in global manufacturing through the delivery of compelling product demonstrations to industry stakeholders.
- Developing industry partnerships and attending industry groups to build a network of relationships within the industry and positioning Manufacture 2030 as an expert on supply chain GHG emissions reductions.
- Working in partnership with the Marketing Team to ensure program evidence, client case studies and success stories are used to leverage future growth.
- Working closely with the Sales Team to coordinate progress on industry Target Account Lists (TALs) and ensure we are making concrete progress against sales targets.
- Acting as the internal client to commission client work packages ensuring the tone and brands of the supply chain owner comes through in each campaign and that we're finding innovations and improvements to further the value we provide our clients.
- Tracking key program metrics and specified targets such as those surrounding conversion rates and renewals and working with the Delivery Team to solve/mitigate any blockages.
- Collating and presenting clients with key deliverables including reports, insights, trends etc.
- Monitoring campaign progress and remaining ultimately accountable for high quality, timely delivery.



- Building knowledge of and presence in the industry to be seen as a thought leader and bring learning back into the business to develop our sectoral strategy and approach.
- Providing insights to customers to help them gain more from Manufacture 2030 services and accelerate their environmental improvements, and providing our internal team with insights from customers to guide our learning and product development.

Candidate profile

Skills and Experience:

- Passionate belief in our mission to tackle climate change by reducing environmental impacts.
- Proven experience of managing and developing large corporate client accounts related to environmental sustainability and GHG emissions reductions.
- Proven experience of developing strategic partnerships and developing new business opportunities.
- Minimum of a bachelor's degree ideally in a science discipline.
- Ability to work well in an international and multi-cultural environment.
- Impeccable written and spoken English, and fluency in other business languages would be an asset.
- Experience assisting clients to implement behaviour change programmes.
- Experience working within or in collaboration with the pharmaceutical sector would be highly desirable.
- Experience of designing cross-sector alliances and programmes that bring different voices and perspectives together to achieve a common goal.
- A solid understanding of climate change and decarbonisation as it relates to supply chains, ideally in the pharma sector

About You

- You are an energetic person who is self-motivated with a strong work ethic.
- You feel passionate about supporting our mission to tackle climate change by helping retailers and manufacturers reduce their environmental impacts.
- You will have excellent communication skills and must be able to talk confidently to senior executives from large global brands.
- You are quick and eager to learn about the world our customers inhabit, their priorities and challenges, and be prepared to challenge their thinking.
- You understand when to listen, how to empathise and when to ask questions that help us and them qualify and quantify the opportunity of working together.
- You are also aware that working in a tech start-up comes with its own challenges, but are excited by the opportunities this type of environment provides

What you get



- The opportunity to work with global manufacturing brands and their suppliers, helping them to significantly reduce their GHG emissions and wider environmental impacts on the planet.
- An opportunity to help build a game changing software company from an early stage.
- A culture of empowerment, with high levels of personal responsibility given from day one.
- The opportunity to work with inspirational colleagues who are highly passionate and motivated by a belief that the work they do positively contributes to a more sustainable future.
- An environment where new ideas and innovation are encouraged and rewarded.
- Flexible working, competitive salary, and company pension scheme

How to Apply

All correspondence, at this stage, should be via Oxford HR. To apply for this post, click on the “Apply” button on the job advert page, complete our online application form, and submit your CV and cover letter as two different documents, which should be prepared before applying as they will be considered in the application process.

The cover letter should be no more than two pages long and explain why you are interested in this post and how your skills and experience make you a good fit.

The document should be saved in PDF in the following format: Your First Name-Your Last Name-Document Name-Date (mmyy) e.g., Pat-Jones-CV-012023-Organisation or Pat-Jones-CoverLetter-012023- Organisation.

Timeline

Closing Date: 12th May 2024

First stage interviews: TBC

Final interviews: TBC

Selection process

All candidates will receive an update regarding their application after the closing date. We advise candidates to add the role email to their safe senders list and regularly check their spam folder.



Equality Statement

Equality and diversity are at the core of Digital Action values. Staff are expected to work collectively and individually to promote a constructive and sensitive approach to others from a variety of backgrounds, where the work of others is valued and respected.

Queries

If you have any queries on any aspect of the appointment process, need additional information, or would like to have an informal discussion, please email at manufacture2030-pharma@oxfordhr.com in the first instance.

About Oxford HR

Exceptional leaders can inspire change and propel purpose-led organisations towards reaching their world-changing goals. Finding such leaders can be a challenge; and yet their transition into leadership is vital to an organisations mission and success.

Oxford HR is a global leadership consultancy dedicated to searching for and supporting remarkable leaders and teams in purpose-led organisations.

We understand the nuances of purpose-led leadership because we've worked in organisations across the breadth of the sector ourselves. We've also worked with such organisations since 1995; so we appreciate just what benefits impactful people can bring.