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## **JOB DESCRIPTION**

**Position title:** Business Development Manager, GDPP (Global Digital Payment Platform), WWF/Earth Hour

**Reports to:** Head of Digital, WWF International, Switzerland

**Supervises:** N.A.

**Based:** Singapore

**Date:** October 2012 – contract for 18 months

**I. Mission of the Department:** To ensure digital payment solutions at a global level with a view to fundraising for Earth Hour and WWF's priority conservation activities in key territories.

**II. Major Functions:** Reporting to the Head of Digital, the Business Development Manager will be expected to identify key telecom partners and payment partners, develop active prospects and, together with the Tech Specialist (the key team member), deliver the deals and solutions.

The candidate must be entrepreneurial, results-oriented, prospect-focused, strategic as well as comfortable working both independently and as part of a team.

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

- Identify key digital payment methods with a strong focus on mobile telcos, keeping abreast of new and best practices in local and global markets for appropriate methods to implement;
- Initiate and manage relationships with telecom partners to achieve the adoption of charity giving within their respective businesses with special 'charity' rates
- Cultivate relationships with key regulators who can advocate and influence the telecom community in key countries;
- Targets and deliverables\*:
  - By 31 December 2012 ensure support by at least 3 payment gateways and 1 web/mobile company in Singapore and 1 telecommunications company
  - Launch the Global Digital Payment Platform in at least 2 BRIICS countries and 3 non-BRIICS countries by May 30, 2013.

*\*Support must include 2 payment gateways and 3 web/mobile companies in Singapore and 5 telecommunications companies*

*Payment gateways refer to e-commerce application service providers that authorise mobile and/or online payments.*

*Examples of payment gateways include PayPal, Google Wallet, WorldPay, etc.*

*Telecommunications companies refer to service providers of telecommunications services such as telephony and data communications access. Examples of such companies include M1, Starhub and SingTel.*

*BRIICS countries refer to Brazil, Russia, India, Indonesia, China and South Africa.*

#### **IV. Profile:**

##### **Required Qualifications:**

- Degree in Marketing or Business Administration preferred;
- 8-10 years of professional experience and demonstrated success in engagement with telecom businesses on billing, marketing or fundraising;
- Multi-country experience especially in Asia, South America and South Africa
- Previous experience in telecom companies is an advantage.

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

- Proven skills in sales/deal-making, project management and implementation
- Experience of having engaged with the mobile telecom industry internationally
- Able to manage and motivate direct and indirect reports in a leadership capacity;
- High-level negotiation as well as interpersonal and influencing skills, and the capacity to develop and maintain strong relationships at all levels;
- Excellent oral and written communication skills in English, other languages will be an advantage;
- Strong interest in conservation;
- Adheres to WWF's values, which are: Knowledgeable, Optimistic, Determined and Engaging.

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

1. Internal: Interacts with the Executive Director, Marketing & Communications, WWF International and the Executive Director, Earth Hour. Works with the WWF International Marketing team based in Singapore and Switzerland and the Earth Hour team based in Singapore.
2. External: Interacts with telecom operators, telecom regulators, payment aggregators and gateways, non-governmental organizations, as well as relevant industry organisations

This job description covers the main tasks and conveys the spirit of the sort of tasks that are anticipated proactively from staff. Other tasks may be assigned as necessary according to organizational needs.

Interested applicant, please sent your updated resume with your expected salary to [hr@wwf.sg](mailto:hr@wwf.sg).