

Application Deadline: Open Until Filled

Job Title: Freshwater Solutions Manager

Location: Portland, OR

Position Type: Permanent/full-time

Expected Start Date: June 2019

Overview: The Freshwater Trust, a Pacific Northwest-headquartered non-profit leader in quantified conservation, is seeking an experienced business development professional to support the development of new freshwater restoration programs. These programs are a key part of achieving The Freshwater Trust's mission to increase the pace and scale of watershed conservation, and to ensure a future where clean, abundant freshwater resources support our environment, economy and society.

With support from other staff at The Freshwater Trust, the Freshwater Solutions Manager will interact directly with regulated entities, regulatory agency personnel, regional stakeholders, agribusinesses, agricultural producers, and conservation groups to develop conservation and river restoration programs that measure and track ecological outcomes. The Freshwater Solutions Manager will provide leadership and support in the development of outreach and marketing strategy and materials, communication systems, client development and management, Scopes of Work, internal work plans and operations. This position reports directly to the Freshwater Fund Director, and will interface often with all departments at The Freshwater Trust. The organization's headquarters is based in Portland, OR, with satellite offices in Boise, ID, Ashland, OR, and Sacramento, CA.

Position Responsibilities:

- Lead the efforts in prospecting for new program development opportunities, establishing contact with new prospective clients and developing sales strategy.
- Work with communications and marketing staff to develop outreach and sales assets for a variety of stakeholder groups and potential clients.
- Development and research for the preparation of informational documents relating to new opportunities, potential market sectors, and regions. Discover new leads and undertake/direct analysis of the viability and priority of new business opportunities.
- Develop and maintain relationships with clients throughout sales and active implementation of Scopes of Work.
- Create and maintain systems that support work product development to ensure work product quality and client satisfaction.
- Participate as required in work product development, preparation, quality control, and delivery.
- Give public presentations and interact with clients and stakeholders while representing The Freshwater Trust at relevant conferences and events.
- Travel required for this position could be extensive, and at times travel may be expected on short notice. Travel and other work related assignments may include weekends.

Minimum Skills and Qualifications:

- 10 years of experience in business development, sales, program development or other related positions.
- Demonstrated ability to manage projects, engage diverse stakeholders in an outcome-oriented process, and work well remotely.
- Strong knowledge of regulatory structures and permitting environment associated with wastewater, stormwater, groundwater, and agricultural lands management.
- Demonstrated experience securing new clients and winning contracts.
- Strong general knowledge of water quantity, quality, and conservation actions and regional agricultural practices.
- Capacity to proactively juggle multiple tasks and competing priorities within a high energy environment.
- Strong passion for The Freshwater Trust's mission and vision.
- Dynamic and highly self-motivated.
- Strong communication skills and ability to learn and use new systems and concepts.
- Minimum of a BA/BS in conservation, business or related field; advanced degree desirable.

Other Position Requirements:

- Candidates should possess professionalism, confidence, intellectual curiosity and energy.
- Must possess a valid driver's license
- Candidates must have legal authority to work permanently in the US

Compensation:

- Competitive salary based on experience
- Generous benefits package, including full health and dental coverage, five weeks paid time off (PTO), and retirement contributions

Application Instructions:

Please provide a cover letter and resume (including references) at:

<https://app.smartsheet.com/b/form/893e91757e384026a0e56cba79709730>

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