



Job offer – Private Sector Manager

WHO ARE WE?

Kinomé means "the eye of the tree" in Japanese. To create a measurable change on a large scale and to fight effectively against deforestation, Kinomé seeks to concretely improve the lives of human beings thanks to nature and the forest.

Agronomists, engineers and human development experts, we have been accompanying public and private decision-makers - institutions, companies, NGOs - since 2005 in the creation and implementation of sustainable development strategies (nutrition projects, water-oriented, product or service innovation, climate change resilience projects, biodiversity).

Kinomé belongs to the Ashoka network and holds the Ethic'evolution® label, which guarantees the ethical positioning of the company and the maximization of its impacts

4 ACTIVITIES FOR INNOVATION WITH A GLOBAL MISSION

1

Rechercher



Identifier les vrais besoins des populations locales et les solutions offertes par la nature

2

Conseiller



Permettre aux décideurs de faire les bons choix au service de tous

3

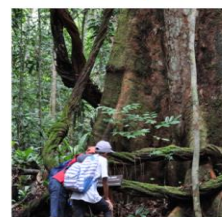
Impulser



Coordonner les acteurs du changement et co-construire de forts impacts positifs

4

Partager



Propager les innovations et les solutions au plus grand nombre



Responsibilities

The job is mainly part of Kinomé's consultancy department, which supports companies from several sectors (agri-food, cosmetics, forestry, finance, services, etc.). At the heart of this activity, Kinomé deploys multiple Ethical Leadership engineering© tools to help companies to innovate, better satisfy the fundamental needs of human beings, and build common ground that allows them to reach a major impact.

Reporting to the General Management, your main mission (60% of the time) will be focused on searching for and reaching new partnerships with private companies. As such, your main responsibilities will be to :

- Define and follow the private sector development strategy: definition and follow-up of indicators and objectives
- Formalize Kinomé's commercial offers and promote them (exhibitions, webinars, events)
- Create and update the business development tools
- Approach companies and ensure the follow-up of customers and leads.

You will also participate in the execution of consulting projects (40% of the time)

- Organize project management: planning, coordination of partner experts, schedule setting, preparation of progress reports and workshops
- Participate in data collection, with occasional field missions
- Write/compile deliverables and ensure quality follow-up until delivery to the client

You will evolve in a company where versatility is a must, and you will have the opportunity to discover the global nature of our projects.

Project examples

Here are some examples of the type of projects you will be working on:

- Development of a technical and commercial proposal for an environmental education and reforestation project
- Evaluation and optimization of social impacts (on local communities) of forestry and agricultural projects, audit of agroforestry value chains
- Coaching companies to clarify/define their purpose (raison d'être)

Qualifications

Know-how

- University degree equivalent to a Master's degree (business school, engineering, international relations, political and social sciences, development studies, environment)
- At least 3 years of experience in a company (CSR field appreciated), a consultancy firm, a research institute or an NGO / international donor
- Ability to analyze and synthesize; excellent writing skills
- Excellent written and verbal English and French (Spanish appreciated)
- Entrepreneurial and commercial skills.

Way of being (soft skills)

- Spirit of initiative, autonomy, perseverance
- Teamwork
- Dynamism, positivity, enthusiasm
- Curiosity, empathy and commitment
- Willingness to evolve oneself and to help others to evolve.

The way of being is at the heart of the values and skills deployed by Kinomé, and the whole team is trained in the tools of Ethical Leadership®. The "way of being" enables us to bring out the local populations' real needs and coordinate the different private, public and NGO actors to bring global and sustainable development solutions.

Conditions

- Full-time job - CDI (Salary according to experience)
- Location: Kinomé's HQ - Campus du Jardin Tropical de Paris/Nogent sur Marne (5 min walk - RER A)
- Start as soon as possible



If you would like to join the Kino'Team and work at the Cité du Développement durable, please send your CV and authentic cover letter (French or English) to [Camille Navarette, at \[recrutement@kinome.fr\]\(mailto:recrutement@kinome.fr\)](mailto:recrutement@kinome.fr)