

Job Title	UK & EMEA Relationship Manager
Salary	c. 34,000
Type	12 month fixed term contract
Location	Remote with 1 day a week in London

About the SRA

We exist to accelerate change towards an environmentally restorative and socially progressive hospitality sector

The Sustainable Restaurant Association works across the hospitality sector globally to drive progressive change.

We believe that a great meal is about more than just good food; and a good restaurant is more than a great meal.

We are at a crossroads as an industry and as a planet. We can choose to build resilience: to source local and sustainably, reduce our waste and truly serve the needs of our community. It's what our diners want and it's what we all need. The roadmap ahead is an opportunity to build back better.

Like any great restaurant, we believe that together we are far greater than the sum of our parts. Together we can accelerate change towards an environmentally restorative and socially progressive industry.

We are a small, passionate team that punches above our weight. We work with around 400 businesses that expands out to about 11,000+ commercial kitchens across the globe.

We are looking for a dynamic, proactive Relationship Manager manager to manage partner relationships, build deeper links with restaurants and work with the comms team to ultimately grow awareness of The Sustainable Restaurant Association and Food Made Good in key markets around the world.

About the role:

The Relationship Manager will work in a global team, reporting to the Partnership & Comms manager, working closely with both the Growth and Development lead, the communications team, and the Managing Director to continue to develop and grow the impact of our global partnership campaigns.

ABOUT YOU:

- You are an incredibly organized project manager who has never met a tracking spreadsheet you didn't love
- You love restaurants and know how to speak to hospitality professionals
- You are a confident writer and keen on developing communications strategies across multiple platforms
- You have proven experience building relationships with partners and managing a variety of tasks
- You like working in a fast-paced and reactive environment and have no problem delivering content in tight timelines
- You are comfortable engaging with stakeholders across the globe
- You are a problem solver, and are able to deliver on limited budgets
- You are a stickler for details and ensure high levels of accuracy across all work
- You are organised, efficient and process driven, even when working independently
- You have the ability to be flexible and work to deadlines
- You may or may not have a background in sustainability, but you are passionate about making a positive difference for the planet

Key responsibilities:

- Day to day management of partner stakeholders
- Organised tracking of all partner requests, balancing needs of all stakeholders
- Engage restaurants and chefs in participating in global campaigns
- Work with global stakeholders, including sponsors and delivery partners in different territories
- Work with comms team and external contractors to deliver content across a global campaign calendar

- Tight budget reporting
- Tracking and reporting on deliverables

Experience and skills required:

- Excellent networking and interpersonal skills
- Experience of developing and delivering digital campaigns with real life activations
- Strong written and verbal communication
- Knowledge and experience of the hospitality sector
- Experience of working in a small team and to tight budgets
- Proven track record in successful management of key partners and stakeholders
- Highly organised, efficient and productive, capable of managing complex projects with global objectives
- Outstanding presentation and communication and copywriting skills
- Ability to inspire and influence
- Ability to work collaboratively at all levels with a wide range of people
- Innovative, entrepreneurial, energetic and resilient
- Knowledge and understanding of the restaurant industry and sustainability issues
- Familiar with Microsoft Office software, Wordpress and Salesforce systems

Sound like you? Please email jobs@thesra.org with a CV and covering letter.

The SRA is an equal opportunity employer and actively encourages candidates of diverse backgrounds to apply.