

Business Development Manager, Corporate Partnerships

About the Forest Stewardship Council (FSC) Canada

The Forest Stewardship Council® (FSC®) is a global not-for-profit organization dedicated to promoting environmentally sound, socially beneficial and economically prosperous management of the world's forests. FSC was created in 1993 to help consumers and businesses identify products from well-managed forests and sets standards by which forests are certified, offering credible verification to people who are buying wood and wood products. For more information visit www.ca.fsc.org

About the role

FSC Canada is seeking a highly motivated and dynamic individual to join our team as a Business Development Manager, Corporate Partnerships focused on cultivating and managing partnerships with brands and retailers. The ideal candidate will have a strong background in business development, sales, and account management, with a passion for sustainability and environmental conservation. This role offers an exciting opportunity to drive growth and impact within the forest products industry while promoting responsible sourcing practices.

What we offer

FSC Canada offers a dynamic and purpose-driven work environment where employees can contribute to meaningful change in sustainable forest management. As an employer, FSC Canada fosters a collaborative and inclusive culture that values diversity, innovation, and professional growth. Team members benefit from opportunities to work on impactful projects that align with environmental and social values while developing their skills through training and networking. FSC Canada also provides competitive compensation, flexible work arrangements, and a commitment to work-life balance, ensuring employees feel supported both personally and professionally. Joining FSC Canada means being part of a global movement dedicated to creating a better future for forests, communities, and businesses.

Responsibilities:

Brand & Retailer Relationship Growth

- Work to expand FSC's presence within the brand and retail sector and grow the number of companies with a preference for FSC through sourcing policies; increase the use of FSC labels on products; engaging brands to promote their FSC products to consumers and increase promotional license agreements.
- Identify and prioritize key brands and retailers for partnership opportunities, considering market trends, sustainability goals, and potential impact.
- Build and maintain strong relationships with decision-makers, influencers, and stakeholders within target organizations.
- Collaborate with internal teams to tailor partnership proposals and offerings to meet the specific needs and objectives of potential partners.
- Lead negotiations, contract development, and ongoing partnership management to ensure alignment and success.
- Serve as a trusted advisor to partners, providing guidance on FSC certification, sustainability initiatives, and best practices for responsible sourcing.
- Monitor market trends, competitor activities, and industry developments to identify new opportunities and stay ahead of the curve.
- Represent FSC Canada at industry events, conferences, and networking functions to promote awareness and engagement with potential partners.

Trademark Service Provider (TSP) Program Management

- Manage FSC Canada's trademark program by providing support for trademark use by non-certificate holders to increase consistency in the use of the FSC trademarks in the marketplace.
- In charge of issuing trademark agreements, contracts, approving and keeping record of all trademark use by non-certificate holders in Canada.
- Assessing each trademark use request according to the requirements in the FSC Trademark standards; Monitoring and follow-up of trademark misuses
- Acts as the main contact for all trademark related inquiries in Canada.
- Coordinate with FSC International on the trademark program when necessary.

Working with FSC International and the FSC Network

- Support FSC US with cross border clients.
- Collaborate with FSC International and the FSC Network as appropriate and necessary.

Qualifications:

- **Passionate:** You are inspired by the work of FSC and are eager to build on our vision of 'Forests for all, forever'.
- **Fundraiser:** You have 7 or more years of experience in fundraising or sales with a track record in meeting or exceeding revenue targets. You have demonstrated success in sales or solicitation calls.
- **Partnership Manager:** You have a proven track record of success in account management, including experience growing existing relationships and soliciting and developing new partnerships.
- **Communicator:** You are comfortable speaking and presenting to large groups of people, including senior executives. You have excellent verbal and written communication skills.
- **Organized:** you have excellent project and time management skills; you have a very keen attention to detail, coupled with the ability to multitask.
- **Strategic:** You have the ability to identify opportunities, develop innovative solutions, and drive results.
- **Self-motivated:** Results-driven, with a passion for making a positive impact on the environment and society.
- Strong understanding of sustainability issues, environmental conservation, and responsible sourcing practices, particularly within the forest products industry.
- Willingness to travel as needed for meetings, events, and client engagements.
- Fluent in oral and written English. Bilingual (English & French) will be an asset.

Benefits

- We value a learning mindset and individuals who are invested in our mission.
- We are a fully remote organization.
- Our salaries are competitive with similar nonprofits.

Commitment to Diversity and Inclusion

FSC Canada is an equal opportunity employer committed to diversity and inclusion. We believe in equality and diversity of race, gender, sexual orientation, religion, ethnicity, national origin and disability. FSC Canada encourages and welcomes applications from members of racialized communities, Indigenous peoples, persons with disabilities, persons of diverse sexual orientations and gender identities, and with the skills/knowledge to productively engage with diverse communities. You don't meet every single requirement? Studies have shown that women and people of colour are less likely to apply to jobs unless they meet every single qualification. If you're excited about this role but your experience doesn't align perfectly with every qualification in the job description, we encourage you to apply anyways. You may be just the right candidate for this or other roles at FSC!

We sincerely thank all those who express interest and apply, though please be advised only short-listed candidates will be contacted.

Position Type: 1-year contract, with the possibility of extension.

Location: Toronto, Montreal, Vancouver (remote). Nearby an airport will be an asset.

Years Experience: 7+ years

Salary Range: \$80,000 - \$85,000 / year (depending on experience)

Reports to: Director of Marketing

Direct Reports: None

Application Deadline: July 25, 2025

Travel: 30-40% (approximate)