

Job Description

Position Title:	GlobalPlatform Executive Director
Position Type:	Contractor or Employee (to be determined)
Reports To:	Board of Directors
Compensation:	Total compensation package to be \$180,000 - \$240,000 USD, depending on experience, contractual relationship and location
Term:	Two Year contract with option to renew
Dedication:	Full time

The Role:

The Executive Director is responsible for coordination, oversight and execution of GlobalPlatform's roadmap strategy and manages all marketing and promotional related activities for GlobalPlatform, and further develops strategic and robust marketing efforts to drive adoption of GlobalPlatform technology in the organization's priority industry sectors and across numerous device types.

The Executive Director furthers GlobalPlatform's visibility and reach through collaboration with related and aligned industry associations and serves as primary support resource to GlobalPlatform's market-specific and region-specific Task Force Chairs. The Executive Director is responsible for membership retention and acquisition, and for meeting membership revenue goals as determined by the Board of Directors.

The Executive Director is a high-profile role for the organization and is expected to act as GlobalPlatform's evangelist and spokesperson at industry events, to the analyst, research, media and trade press community, and to the membership. To do so the Executive Director must command an understanding of GlobalPlatform's mission, vision, technology, target markets and use cases, organizational priorities, and factors that distinguish GlobalPlatform's contributions, and convey thought leadership to the industry.

The Executive Director is part of an organizational structure that consists of a member elected Board of Directors, Technical Director, Task Force and Technical Committee Chairs and Working Group Leaders. Supporting these individuals are an Operations Secretariat, Functional and Security Certification Secretariats and a Public Relations agency.

The Executive Director operates as a neutral, independent and impartial role in the organization in order to properly act on behalf of all members who are, in many cases, strong competitors.

Objectives:

1. Responsible for GlobalPlatform visibility in targeted vertical markets
 - Promote and propagate the GlobalPlatform value proposition;
 - Sustain and expand GlobalPlatform's engagement with relevant industry organizations;
 - Identify and secure speaking opportunities at relevant industry events;
 - Direct all activities associated with GlobalPlatform's annual 'branded' seminar;

- Propose, structure and lead educational outreach programs;
- Serve as primary GlobalPlatform contact to PR agency;
- Act as 'evangelist' of GlobalPlatform to internal and external audiences.

2. Responsible for Leadership Team support

- Partner with market-specific Task Force and Technical Committee Chairs to drive key sector priorities;
- Draw regional requirements into GlobalPlatform through partnership with regional Task Force Chairs;
- Prepare for and present key topics for discussion / resolution for all conference call and face-to-face gatherings with the Board and Executive Committee;
- Provide counsel and guidance on the impact of strategies and tactics specific to GlobalPlatform's roadmap;
- Direct GlobalPlatform's Impartiality Committee to ensure the Certification Body has the objectivity necessary to make certification decisions;
- Determine the final decision on appeals, pursuant to the Complaint & Appeals Process;
- Participate in any tie breaker vote for a Board seat, where required by the Bylaws.

3. Responsible for Membership

- Meet membership fee revenue goals through member retention and new member acquisition;
- Ensure membership engagement / retention through a variety of ongoing direct and indirect communications methods;
- Grow membership by actively prospecting for new members through self-generated leads and leads obtained through member referral.

Experience:

- 10-15 years of progressive, professional, managerial and / or executive experience in a technical marketing capacity;
- Knowledge of emerging Internet-of-Things (IoT) devices and ecosystem is a plus;
- Superior written and verbal communication skills;
- Fluency in English (but does not need to be first language), including the technical language used in the specification of security technologies, is essential;
- Proven leadership ability, able to work with senior managers from diverse organizations on the GlobalPlatform Board;
- Experience in getting the best from different contributors in a highly multi-cultural environment;
- Strong business networking skills, ideally with an established network of contacts in GlobalPlatform priority industry sectors and technologies;
- Competent and confident public speaking experience;
- The ability to understand business and technical needs and translate that into strong and highly differentiated marketing and promotional messages and deliverables;
- Work experience with consortia in a leadership capacity, preferably in the formulation of industry standards is a plus;

- Ability to drive / deliver results individually as well as through limited support resources (PR agency, Operations Secretariat).

Work environment:

- Able to operate independently and without a great deal of supervision while producing results;
- Willingness to work from personal residence;
- Ability to travel globally as much as 20-25%, depending on the needs of the association.

To apply:

All interested candidates should submit a resume or CV, along with a cover letter explaining why you are a good fit for the position, to: GP-Executive-Director-candidate@globalplatform.org. Your cover letter should also include how your contractual relationship (employee vs. contractor) with GlobalPlatform would work.