



Drive Change. Shape the Future of Sustainable Agriculture

Are you a natural relationship builder with proven business development expertise and commercial acumen?

Do you want to be part of a pioneering team committed to protecting the environment, farmers' livelihoods, and safeguarding our food supplies for future generations?

Are you based in Switzerland (Geneva area), and looking for a 4/5 days per week hybrid role?

Join us as **Business Development Manager**, reporting to our Finance & Operations Director, to grow a global network of food and drinks organisations working collaboratively together to shape the future of regenerative agriculture.

What You'll Do:

- Proactively drive membership growth by identifying, targeting, and engaging with prospective members and guiding them on their journey to membership
- Promote and drive the adoption of our sustainable reporting solutions
- Identify opportunities for additional revenue streams
- Manage the membership application process to include eligibility checks and due diligence
- Manage all incoming membership enquiries
- Deliver a seamless onboarding experience; signposting new members to the tools, learning resources, and community working groups that meet their specific needs
- Co-lead the annual invoicing process with the Finance and Operations team to ensure the timely issue of invoices and fee collection
- Manage our CRM data base in collaboration with our CRM specialist to ensure it is accurate and up to date, and to evaluate trends, insights and opportunities

Whilst this is a business development role, success will be measured not only by the results you achieve but also by how you deliver results - upholding our values, fostering trusted relationships, and ensuring our members feel valued and supported throughout every step of their membership journey.



BUSINESS DEVELOPMENT MANAGER

September 2025

What We're Looking for:

- Proven experience in business development and customer relationship management
- Ability to demonstrate the achievement of business development and customer engagement objectives
- Commercial acumen with the ability to analyse trends and insights and devise growth plans
- A skilled communicator who can craft and pitch compelling value propositions
- Proficiency in managing and using a CRM system to its full potential
- An organised and detail-oriented self-starter
- Someone with fluent written and verbal English and if you also speak French and Spanish that would be an added bonus · An interest in our vision and purpose
- Openness to regular travel in Europe and overseas to visit prospective members
- Previous experience within a membership organisation, sustainable sourcing, regenerative agriculture or the food and drinks industry is highly advantageous

What We Can Offer You:

- A competitive salary and annual performance related incentive bonus
- Flexibility to work remotely from another country for up to two months a year (subject to local tax, social security and immigration rules)
- The opportunity to be part of a global movement that's shaping the future of sustainable food.
- At SAI Platform you'll help protect the planet, secure food for the next generation, and work alongside world-leading food and drink brands and pioneering agri-businesses.

To apply please contact Recruitment@saipatform.org