Job Title: Membership Manager - Japan
Reports to: COO

Organizational Profile and Culture

1% for the Planet is a global organization that connects dollars and doers to accelerate smart environmental giving. Through our business and individual membership, 1% for the Planet inspires people to support environmental organizations through annual membership and everyday actions. We advise on giving strategies, we certify donations, and we amplify the impact of the network.

Started in 2002 by Yvon Chouinard, founder of Patagonia, and Craig Mathews, founder of Blue Ribbon Flies, our members have given more than $200 million to environmental nonprofits to date. Today, 1% for the Planet is a network of more than 1,800 member businesses, hundreds of individual members, and thousands of nonprofit partners in more than 40 countries.

Job Overview

The Membership Manager role is designed to build the 1% for the Planet community of members and further the organization’s mission. This is a hands-on role in an entrepreneurial organizational culture with a small but growing staff. The role will focus on instilling best-in-class account management and new relationship development practices to build the 1% for the Planet brand in Japan.

The Membership Manager will be an early to mid-career professional, eager to maintain and accelerate the awareness of and engagement with the 1% for the Planet brand. She/He will take over 1% for the Planet membership management from Patagonia Japan, which currently fills that role as a 1% Japan liaison office. This person needs to be a high energy, entrepreneurial, strategic thinker, who can manage multiple moving pieces while keeping focused on long-term objectives. This position is responsible for member satisfaction and new network growth. A deep understanding of what inspires businesses and individuals to give back to environmental nonprofits is critical for success in this new role. Expertise with account management strategy,
sales, donor relations, and marketing and communications are also essential. In addition, the person in this position will concurrently serve as a board member of the Japan-based 1% for the Planet affiliate nonprofit that is in the process of being established. There is tremendous opportunity for this position to evolve and grow with the right candidate and with realized success.

The current team at 1% for the Planet is small, but scrappy. We are deeply committed to accelerating the mission of the organization, and see every person and position holding equal importance to the team.

THE IDEAL CANDIDATE:

The ideal candidate is an energetic and confident self-starter. He or she must be flexible and able to navigate ambiguous situations. S/he thrives in a remote workplace setting and is and can get a lot done with limited resources.

The Membership Manager executes a number of strategies and tactics focused on delivering value to our regional stakeholders. The person in this role will be responsible for six primary goals:

1. Develop the 1% for the Planet network and brand awareness in Japan
2. Provide account management for Japan members, delivering value through certification, events, networking, marketing activations, etc.
3. Grow the network by building sales pipelines, leading acquisition conversations, and deliver on new member targets
4. Deliver nonprofit advising to Japan members, helping them to reach their business and philanthropic goals
5. Engage with the regional network of approved nonprofit partners
6. Seek philanthropic funding in Japan to help resource and accelerate the growth of 1% for the Planet in Japan

Job Qualifications - The ideal candidate for this position will have:
• Bilingual (Japanese/English) professional
• Undergraduate degree or equivalent
• 3+ years related professional experience
• Strong team player with excellent oral and written communication skills
• Ability to develop deep relationships with stakeholders, remotely from your desk as well as in person.
• Strong sales experience. Demonstrated ability to convert sales/grow membership in a nonprofit or for-profit setting.
• Strong experience with nonprofit management and what it takes to grow a nonprofit organization
• Excellent organization and time management skills
• Passionate about sustainable business practices and creating environmental impact
• Established proficiency in Microsoft Office; Google (Google docs); CRM software. Experience with Salesforce preferred
• Knowledge of nonprofit registration process in Japan (preferred)
• Demonstrated commitment to mission-driven work
• High degree of initiative required
• Ability to travel as needed

How To Apply

This position is a tremendous opportunity for the right person. This job requires a very high level of leadership and commitment and the rewards will be commensurate.

The 1% for the Planet brand has incredibly strong, authentic equities, imparted by our Founders and supported by longstanding member companies like Patagonia, New Belgium Brewing and Klean Kanteen. Today companies of all sizes and from a variety of sectors spread across 40 countries embrace our brand! Growing a global movement that is highly relevant, inspiring and impactful for all network constituents – companies, across sizes and industries, non-profits and consumers -- is a phenomenal chance to enrich one’s career and the Planet at the same time. Join us!

This position will be located in Japan and applicant must be a bilingual (Japanese/English) professional. To apply, please send a cover letter and a resume to jobs@onepercentfortheplanet.org.