

The World Economic Forum USA is an independent international organization committed to improving the state of the world by engaging industry leaders in partnerships to shape global, regional and industry agendas.

Incorporated as a non-profit business league (approved §501(c)6 of the IRS code) and based in New York, the World Economic Forum USA is impartial and not-for-profit; it is tied to no political, partisan or national interests. It is the North American affiliate of the World Economic Forum, a non-profit foundation based in Geneva, Switzerland, under the supervision of the Swiss Federal Government.

As a result of the successful growth of our organization, we are now searching for a:

## Partnership Development Manager, Mobility Industries

The World Economic Forum USA is seeking a Partnership Development Manager to manage and grow the Forum's community of Members and Partners in transportation-related industries. The Mobility Industries team includes three Industry Partnership programmes: automotive industry; aviation, travel & tourism industry; and logistics & transportation industry. The primary responsibilities of the Partnership Development Manager are:

- Working with the respective mobility heads of industry, mobility senior director and other colleagues in the Centre for Global Industries (CGI) to develop and enhance the Forum's value proposition for mobility Industry Partners in a manner consistent with the Forum's mission of improving the state of the world
- Growing each of the three mobility Industry Partnership programmes; Identifying leading mobility industry companies, developing a strategy and detailed account plans to engage those companies (typically first as Forum Members and subsequently as Industry Partners) and executing with full accountability
- Building relationships, in collaboration with CGI colleagues, with top executives in mobility industries
- Developing a comprehensive marketing plan for mobility industries and conceiving, producing, and updating all marketing literature; Updating content for web portals and other outreach media
- Supporting the Forum's portfolio of projects and initiatives for Industry Partners, with a particular focus on sustainability issues (e.g. oil dependency, global climate change, etc.)
- Assisting in the preparation of various Forum activities in industry and virtual and on site meetings
- Monitoring and synthesizing relevant developments on industry issues

You have a Master's degree from a leading university, preferably in economics, environmental sciences, engineering, business administration, public policy, transportation studies, international affairs, marketing or other relevant discipline. You have a minimum of five years of direct mobility industry experience (e.g. automotive, aviation, logistics), preferably within an international context. You have a deep understanding of the industry structure, strategy and policy framework for global transportation issues and significant understanding of sustainable transportation issues. You are persuasive and articulate, customer-focused and service-oriented, an open and honest team player, and have demonstrated business development experience. You are fluent in English and proficient in at least one other language (preferably Mandarin Chinese or Japanese). You are committed to the Forum's mission and have a strong interest in global business and environmental issues. This position is based at the World Economic Forum USA office in New York.

Please apply by e-mailing your resume and cover letter to  
**[usahr@weforum.org](mailto:usahr@weforum.org)**