



Enterprise and Sales Officer (part-time)

Rewilding Portugal

Rewilding Portugal wants to make the Great Côa Valley, in Western Iberia, a wilder place, for the benefit of nature and people. Rewilding Portugal is currently looking for an Enterprise and Sales Officer.

Rewilding Portugal helps to oversee rewilding activities in the area of Rewilding Europe in [Western Iberia](#), focusing on the Greater Côa Valley and surrounding area. These activities are being expanded through the following new projects:

- LIFE WolFlux project "Decreasing the socio-ecological barriers to the connectivity of the wolf population south of the Douro river".
- Project of the Endangered Landscapes Program of the Cambridge Conservation Initiative "Scaling up Rewilding in Western Iberia".

Position: Enterprise and Sales officer

Location: Home office / Project area Western Iberia

Key Relationships

Within Rewilding Portugal (RP) and Rewilding Europe (RE):

1. RP Team leader
2. RP Communications officer
3. RP Project Manager
4. RE Head of Enterprise
5. RE Enterprise Manager

Outside Rewilding Portugal and Rewilding Europe:

1. Local entrepreneurs who could be part of the Rewilding Portugal's Enterprise Strategy.
2. Local community stakeholders, including local business representatives, land owners and authorities.
3. Coordinating beneficiaries.

Position Summary

Supporting the creation of the Rewilding Portugal Enterprise Strategy and its implementation, engaging local businesses and stakeholders to sustain, expand and finance the work of Rewilding Portugal in the Western Iberia rewilding area.

Responsibilities/Scope of work

- Development of a full list of business opportunities in and around the Western Iberia rewilding area, both those that currently exist and potential future business opportunities. The businesses will operate across sectors e.g. tourism, forestry, food etc and will be aligned with nature conservation and sustainability objectives, minimal impact and promotion of biodiversity.
- Development of a holistic business strategy on the Western Iberia rewilding area, including investments needed and financials.



- Identify local businesses, entrepreneurs and organizations in the area and identify those businesses and owners who may be interested in a collaboration with Rewilding Portugal.
- Assess, in discussion with local businesses and entrepreneurs, the different forms of collaboration that could be of interest between Rewilding Portugal and local enterprises. Include a feasibility assessment for the set-up of a “Rewilding Portugal Association or Fund”, including contracts, governance, etc.
- Suggest business opportunities which could be implemented in the Western Iberia rewilding area and build business and investment plans for these opportunities.
- Support the existing businesses in the area, by connecting them with the Rewilding Europe Enterprise team, assisting businesses with their applications to Rewilding Europe Capital for loan finance and providing guidance, where possible in terms of product development, sales & marketing, finance.
- Preparation of technical reports.
- Represent the project area's business network, exploring markets and promoting sales nationwide and internationally, increasing revenues for local businesses.

Outputs

- A comprehensive overview of businesses and product opportunities in and around the Rewilding Portugal Western Iberia rewilding area.
- A holistic vision for the future on the Western Iberia rewilding area business side.
- A comprehensive list of business contacts in the area and their contact details.
- A review of the different collaboration agreements which could be conducted between Rewilding Portugal and these businesses.
- Development of six business plans for opportunities in the area.
- Support for at least two businesses in their applications to Rewilding Europe Capital.
- Technical reports developed every month to be shared with Rewilding Portugal and Rewilding Europe about the actions undertaken to further the development of the Rewilding Portugal Enterprise Strategy.

Qualifications

- Degree in Business, Law, Tourism or Management.
- At least 3 years of demonstrated experience in sales.
- Experience in alternative tourism and/or business development and/or conservation.

Competences and skills

- Excellent communication skills, with full proficiency (reading, writing and spoken) in Portuguese and English.
- Interest in nature and wildlife.
- Pro-active and independent.
- Time management and prioritization skills.
- Analytical skills.
- Excellent interpersonal skills.
- Organization skills.
- Strong sense of responsibility.
- Availability to travel in the project area.
- Valid driver's license.



Employment details

- Contract on a part-time or full-time basis, to be determined by funding sources
- Availability to start work in July/August 2019
- Salary to be negotiated (c. 600 €/month part-time – working 3 days per week)

Applying

Applications, including a CV and motivation letter (including two professional references), should be sent until the 1st of July to info@rewilding-portugal.com. For more information please get in touch with the Team Leader, Pedro Prata by email (pedro.prata@rewilding-portugal.com) or +351 912196778.