



GrowAsia

JOB DESCRIPTION:

Regional Manager, Partnerships

Location: Singapore

ABOUT GROW ASIA

Grow Asia is a multi-stakeholder partnership platform established by the World Economic Forum in collaboration with the Association of Southeast Asian Nations (ASEAN). Our mission is to transform food systems in Southeast Asia to become more inclusive, sustainable, and resilient to climate change.

As a network of over 770 global and regional partners, Grow Asia fosters collaboration to drive impact by convening decision-makers, mobilizing partnerships and finance, and delivering solutions across field, national, and regional levels. With its base in Singapore and five country chapters, Grow Asia operates 44 Working Groups and engages 3.4 million smallholder farmers with technical assistance and blended finance solutions.

THE ROLE

Grow Asia is seeking a dynamic and experienced **Regional Partnerships Manager** to drive the expansion and strengthening of partnerships with leading entities in Asia's agri-food system. This pivotal role focuses on enhancing member engagement, mobilizing resources, and building impactful relationships with corporate members. The successful candidate will curate strategic benefits, deliver engaging events, and foster initiatives aligned with Grow Asia's mission, while collaborating closely with the World Economic Forum (WEF) and other global partners to advance international efforts in transforming food systems.

Reporting to the Head of Partnerships, the Regional Partnerships Manager will work collaboratively with internal teams and external stakeholders to deliver exceptional value to members and position Grow Asia as a leader in sustainable food systems transformation.

RESPONSIBILITIES include but are not limited to:

1. Partnership Development and Management

- Build and strengthen relationships with leading entities in the agri-food system, including private sector companies, multilateral organizations, NGOs, and farmer organizations in Asia.
- Identify and engage new strategic partners to expand Grow Asia's ecosystem and influence.
- Maintain and deepen partnerships with existing members of the Grow Asia Business Council, ensuring their continued engagement and satisfaction.
- Foster collaboration between Grow Asia Business Council members, Grow Asia's country partnerships, and other stakeholders to drive impactful initiatives.

2. Member Engagement and Benefits Delivery

- Develop and deliver a suite of tailored benefits for Grow Asia Business Council members, including access to insights, tools, and collaborative opportunities.
- Organize high-quality events, workshops, and networking opportunities for Grow Asia Business Council members to facilitate knowledge sharing and collaboration.
- Act as the primary liaison between Grow Asia Business Council members and Grow Asia's broader initiatives, ensuring alignment with their goals and priorities.

3. Liaison with Global Partners

- Serve as Grow Asia's key representative to the World Economic Forum (WEF) and other global partners, ensuring alignment and coordination on shared objectives.
- Identify opportunities for Grow Asia Business Council members to engage in global initiatives and platforms, leveraging Grow Asia's relationship with WEF and other international organizations.
- Monitor global trends and developments in the agri-food, and climate finance sector to inform Grow Asia's regional strategy and ensure relevance.

4. Strategic Planning and Reporting

- Contribute to the development and implementation of Grow Asia's partnership strategy to advance its mission and goals.
- Monitor and evaluate the impact of partnerships and member engagement activities, providing regular updates and reports to senior management and stakeholders.
- Work closely with internal teams to ensure seamless execution of partnership activities and events.

QUALIFICATIONS AND EXPERIENCE:

- Bachelor's degree in agriculture, business, international relations, or a related field (Master's degree preferred).
- 5–7 years of relevant experience in partnership management, stakeholder engagement, or membership organizations, ideally in the agri-food or sustainability sector.
- Demonstrated ability to build and manage relationships with senior executives, government officials, and other high-level stakeholders.
- Strong understanding of the agri-food system in Asia, including key challenges, opportunities, and players.
- Experience working with multilateral organizations, such as the World Economic Forum, is highly desirable.
- Proven track record of organizing high-level events and delivering value to diverse stakeholders.
- Exceptional communication and interpersonal skills, with the ability to influence and inspire others.
- Strong project management skills, including the ability to manage multiple priorities and deadlines.
- Passion for sustainable agriculture and inclusive development.

Key Competencies

- **Strategic Thinker:** Ability to align partnership activities with Grow Asia's long-term goals and vision.

- **Relationship Builder:** Proactive in establishing trust and collaboration with stakeholders at all levels.
- **Results-Oriented:** Demonstrates focus and persistence in driving outcomes and delivering value to members.
- **Global Perspective:** Understanding of regional and global issues in agriculture and food systems.
- **Adaptability:** Comfortable working in a fast-paced, dynamic, and multicultural environment.

Location: Singapore

Travel requirement: Up to 30%, mainly within Southeast Asia

Start date: Immediate

What We Offer

- The opportunity to work with a diverse and passionate team dedicated to transforming agriculture in Asia.
- A collaborative and inclusive work environment with opportunities for professional growth.
- Engagement with some of the most influential organizations and leaders in the agri-food sector.
- Competitive compensation and benefits package.

How to Apply

Interested candidates are invited to submit their resume and a cover letter detailing their suitability for the role to careers@growasia.org. Applications will be reviewed on a rolling basis, and only shortlisted candidates will be contacted.

Grow Asia is an equal opportunity employer and values diversity in its workforce. We encourage applications from all qualified individuals regardless of race, gender, age, disability, or other status.