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**Head of  
Government  
Relations**



# About Us

WRAP is a world leader in helping organisations to achieve greater resource efficiency. It is a registered International charity that works with governments, businesses, individuals, and communities to achieve a circular economy through helping them reduce waste, develop sustainable products, and use resources more efficiently. WRAP is a catalyst for positive economic and environmental action in those sectors that create significant impacts from waste, supporting organisations to come up with practical solutions that make a real difference.

Our mission is to accelerate the move to a sustainable, resource-efficient economy. WRAP works primarily in three sectors: food and drink, clothing and textiles, and plastics. Our strength lies in working through the whole system – integral to it – to amplify our work both in the UK and globally for governments, business, communities, and people. Working with us means accessing our expertise, know-how on implementing change through developing and delivering on policy & insights, technical support, fund management, business voluntary agreements and changing people's behaviour.

**We provide information, tools, advice and help so that decisions are made that lead to action. We deliver our objectives by:**

1. Compiling and analysing evidence to help partners build a case, seize opportunities, and overcome challenges. WRAP publishes evidence-based research and explains both what it means, and the impact it will create.
2. Facilitating collaborative action and ground-breaking voluntary agreements that unite organisations behind common sustainability goals. Together with governments, businesses and communities, WRAP agrees challenging and measurable targets; some of which include:

## **The Courtauld Commitment 2025**

Courtauld 2025 has helped food businesses across the supply chain to reduce carbon emissions by 7% in 3 years

## **Sustainable Clothing Action Plan**

Sustainable Clothing Action Plan delivered a 16% reduction in carbon, 19% in water, 2% in waste and 4% reduction in the footprint of clothing.

## **The UK Plastics Pact**

UK Plastics Pact members eliminating 1.3 billion non-recyclable trays. Introduction of food waste voluntary agreements in South Africa. Global plastic pacts continue to grow in South Africa, Australia, and India.

3. Designing, creating, and managing consumer campaigns that go beyond awareness, changing behaviour and empowering people to act. WRAP delivers research-based campaigns to help citizens prevent food waste, care for their clothing, and recycle. Examples of these include:prehensive collection infrastructure for re-use, repair and recycling which supports the three areas of food and drink, plastic packaging and clothing.



**The Love Food Hate Waste** campaign has helped citizens reduce food waste by 1.4 million tonnes/year since 2007.



**The Recycle Now** campaign has played its part increasing recycling from 11% in 2000 to 43.5% in 2017 in England. Providing citizens with impartial information on plastics through our Clear on Plastics website. We reached 26 million citizens reached through our Recycle Week campaign.





# Our Vision

**Our vision is a world in which resources are used sustainably.**

**“ We are an International Charity working across the globe to ensure our natural resources are not wasted – where we do not waste a thing. Where waste is generated, we work hard to make sure it is not thrown away but come together with a range of partners to place it back into the system to make new produce. ”**

Over the next five years, we want to help many more countries around the globe to tackle their waste. In the UK, our ambition will directly help the UK to achieve the sustainable development goals by:

- Putting the UK on the path to halving food waste by 2030.
- Transforming the UK plastics economy where plastics never pollute our natural world.
- Creating a new clothing programme that helps the UK tackle its throwaway culture.
- Transforming recycling across the UK to a system that emphasizes material quality and markets.

Internationally, we want to influence more and more countries to develop strategies to meet the SDGs. Our experience and know-how will be offered to in-country partners to how to develop the right mechanisms and crucially how to measure their impact.

**People and Planet together can create a fairer, cleaner, and stronger world.**



# Job Description

<b>Job Title</b>	Head of Government Relations
<b>Directorate</b>	Insights and Innovation
<b>Role reports to</b>	Director of Insights and Innovation
<b>Job Function</b>	Leadership
<b>Job Family</b>	Account management & strategic partnerships

## Job Purpose

To build and manage WRAP's strategic relationships with key government departments UK wide and be accountable to government funders for the delivery of WRAP programmes. Accountable for securing new and more diverse government income streams. To expand the reach of WRAP Government funded work outside of our core government grants to attract funding for wider WRAP activities including global initiatives.

## Key Responsibilities & Accountabilities

- Maintain strong working relationships with Government funders in the UK and devolved administrations, building and sustaining deep and trusting relationships.
- Oversee the delivery of each government grant agreement ensuring funders are delighted with performance.
- Liaise with commercial team on grant agreements and ensure any impacts for WRAP are fully understood.
- Identify where cross government activities might be possible and demonstrating WRAPs added value to funders.
- Identify and develop new government contacts and funding outside of WRAPs traditional funding partners.
- Work with Head of Policy and Insight to grow opportunities.
- Work closely with Head of Programmes to maintain a good overview of all of WRAPs activities/products to maximise potential funding opportunities and ongoing delivery.
- Work with the Head of Strategic Engagement and Head of Account Management and Sales to ensure a consistent approach to business development and ensure clarity around individual responsibility and their focus.
- Develop annual programme proposals for each funder.
- Manage the responses to government consultations.
- Manage the income generation process for all government funding.
- Monitor the performance and lead the reporting of delivering for all Government funded activity.
- Contribute to WRAP objectives by driving cross-team working, developing new opportunities, generating efficiency, improvements and minimising duplication.
- Provide ad hoc support to funders, eg representation on advisory panels.
- Line management as appropriate.



# Person Specification

## Knowledge, Skills, Training and Experience

- Significant demonstrable experience of building successful relationships at all levels with funders, partners and/or customers.
- Able to demonstrate a variety of influencing and negotiating approaches to engage others and deliver.
- Evidence of developing own and other's leadership capabilities.
- Able to demonstrate an understanding of the workings of UK governments, including the mechanisms of government procurement processes and practices.
- Understand the key policy landscape and drivers that are of importance to WRAP's mission and represent opportunities for WRAP.
- Strong evidence of effective business management including key performance indicator monitoring, cost management, income generation, customer retention, product creation, risk management and a commercial mind-set including the ability to understand business constraints and drivers.
- Demonstrate evidence of successfully collaborating with colleagues of all levels to deliver a clear message to funders and customers.
- Excellent communication skills – with experience of writing clear reports and other publications for senior stakeholders.
- Understand the cultural differences across the various UK government funders and delivery landscapes.

## Job Specific Information

Must be able to work with multiple stakeholders across all major UK funders. Ability to travel to spend time in Westminster, Cardiff and Belfast to build and maintain relationships for WRAP.





# Terms of Appointment

**Salary** £59,000 - £76,500

**Location** Based out of Head office in Banbury, Oxfordshire with flexibility. Regular UK travel will be expected.



# How to Apply

We hope you will consider making an application. If having read through the candidate brief you have any questions about the appointment, please contact [Mark.Crowley@starfishsearch.com](mailto:Mark.Crowley@starfishsearch.com).

To make an application, please go to <https://starfishsearch.com/wrap-head-gov-relations/> and click on the apply now button, with the following prepared:

- Your CV (no more than three sides).
- A supporting statement of no more than three sides that sets out why you think this role is the right move for you and how you meet the Knowledge & Experience criteria.

**Closing date:** Friday 23rd July 2021

**Interviews with WRAP:** To be confirmed







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