



Seeking: Manager, Retail (6-month contract, remote)

The Sustainability Consortium (TSC) seeks a contract, remote Manager to support Retail Accounts 20-40 hours a week for a 6-month term, with the potential to transition to a permanent role.

Release date: December 9, 2021

Response due date and time: December 20, 2021, 8amCT

Submit all responses to with the title “Manager, Retail Proposal” to:

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VP, Development
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Description and Overview

TSC is a global non-profit organization transforming the consumer goods industry to deliver more sustainable consumer products. We work to enable a world where people can lead fulfilled lives in a way that decouples their impacts on people and the planet. TSC’s THESIS Impact Team helps retailers, brands and manufacturers get the most out of The Sustainability Insight System (THESIS), a platform to provide performance assessments and improvement opportunities on sustainability hotspots within supply chains. THESIS is the independent, science-based, holistic sustainability performance solution that allows brands and manufacturers to understand the sustainability story of their products. And then tell that story to retailers, investors, consumers, and NGOs. THESIS is used by thousands of the biggest consumer brands and manufacturers in the world, covering products worth around \$1 trillion in annual sales. THESIS is seeing a 5-10% year-on-year improvement in supply chain transparency and sustainability performance.

This contractor is part of a dedicated remote global team working to bring the best sustainability science to the consumer goods industry to create more sustainable products. TSC is a fast-moving, family-friendly, entrepreneurial organization where flexibility is valued, and all voices are heard. We are trained to help companies identify, prioritize, and address sustainability impacts in their supply chains.

The Retail Manager supports brands and manufacturers using the THESIS platform and growth of TSC’s network of trained service providers program. The Retail Account Manager is also responsible for driving impact through analyses of THESIS’ unique supply chain data for each account. Key responsibilities of this role include managing relationships with global retailers, including listening for key needs to connect the dots back to TSC to inform the expansion of services to merchant teams, opportunities to improve support for suppliers, while working in close coordination with TSC’s platform partner, SupplyShift. As the main point of contact for major, global retailers, the Retail Manager works with diverse stakeholders to connect science to business to drive positive sustainability impact at scale.

TSC seeks proposals from qualified and reputable contractors and freelancers to establish a term contract for a Retail Manager. TSC is seeking to hire a 6-month term contract for a retail manager to the person(s) that provide the best overall value. The value will be determined by TSC based on the overall competence, compliance, format and presentation of each RFP response.



TSC expects to achieve the following goals through the selected contractor:

Scope of Work

TSC is issuing this solicitation for responses for a 6-month term contract for a Retail Manager to assist TSC in meeting its need for the management of retail members. We are looking for 20-40 hours a week for a 6-month term.

Key Work Streams

1. Lead TSC services for select retail users of THESIS, including:
 - strategically managing projects from scoping to preparing and managing to inferring and utilizing results to determining next steps for assigned retailer campaigns (examples of current retail users include Walmart/Sam's Club, Ahold Delhaize, USA, Kroger, Walgreens, Walgreens Boots Alliance);
 - cultivating and growing direct working relationships with sustainability, merchant/buyer, and sourcing teams of assigned retailer accounts to drive use of THESIS results throughout retailer systems;
 - assessing, scoping, and identifying impact and business value opportunities for retailers; and
 - communicating insights from retailers and suppliers to TSC's retailer and impact services teams to inform TSC's support services and product offerings
 - working collaboratively with colleagues on different TSC locations on the delivery of non-traditional projects (examples of current non-traditional retailer projects include Amazon and Target) or projects led by TSC Europe.
2. Work alongside TSC staff to continually improve the retailer account management program with a goal of ensuring THESIS is demonstrably driving positive, sustainable impact across the consumer goods industry.
3. Support and inform THESIS supplier support services, including:
 - THESIS Help Desk for email support;
 - THESIS Help Center for help videos available in multiple languages;
 - coordination and management of TSC's Trained Service Provider program; and
 - THESIS Live webinars for industry engagement.

Costs/Pricing

Respondents must provide either hourly or a flat rate for a 6-month term, 20-40 hours a week. TSC is looking for a contractor with potential to transition to a permanent, FTE employee with full benefits.