



JOB DESCRIPTION

Position Title: Ecosystem and Business Development Manager

Department: Future Food Japan

Location: Tokyo or Remote (Japan)

Time-commitment: Full time

Position Holder: Japan Lead, Future Food Institute

Reports to: Japan Lead, Future Food Institute

Employment Type: Contractor

Contract Length: 6 months (minimum)

Language: Japanese mother tongue; Fluent in English

ABOUT THE COMPANY

The Future Food Institute exists to make exponential positive change, to sustainably improve life on earth, through education and innovation in global food systems. By training the next generation of change-makers, empowering communities, and engaging government and industry in actionable innovation, Future Food catalyzes progress towards achieving the Sustainable Development Goals (SDGs). We are a highly networked global ecosystem of individuals, nonprofits, governmental and for-profit partners focused on creating a sustainable food future.

In November 2019, Tokyo Tatemono and Future Food Institute have joined forces to establish the Future Food Hub in Japan and the Future Food Kyobashi Living Lab. The Future Food Hub in Japan is an organisation dedicated to contributing to the solution of food-related social challenges. The Future Food Kyobashi Living Lab is where the sustainable food ecosystem is being built in the Kyobashi neighbourhood of Tokyo.

Future Food Living Labs are physical spaces where experiences, traditions and science beautifully converge to build the future. Spaces where most of Future Food's magic work happens, where people convene and prototypes are created and tested. The Kyobashi Living Lab is a one-of-a-kind urban destination stimulating critical thinking around contemporary food issues and innovation, and encouraging the next generation of food shapers to step up and lead.

The Future Food Kyobashi Living Lab incorporates a variety of multi-use spaces in Kyobashi, with the aim of accelerating activities in (1) educational programs to raise awareness and enhance knowledge related to the future of food; (2) creation of a community platform to ignite "future food" innovation; and (3) scouting and nurturing individuals who will inspire and drive the future innovation of food.



JOB PURPOSE

The main purposes are:

- build community, connection, capacity and capability across the food ecosystem
- develop complex innovation, education and community projects, be in constant communication with the strategic supervisor, and ensure high quality results

This is a diverse and dynamic role where you will develop strategic partnership with major organizations and look for creative ways to add value to partners and their communities while driving FF values.

This position works in synergy and reports to Future Food Institute, Japan Lead adapting FF goals and methodologies to the Japanese context.

An ideal candidate will be:

- Have a deep understanding of Japanese culture and food ecosystem
- Have both experience and passion for food and sustainable food systems
- Have a business development, community, partnerships or strategic relationships background, demonstrating strong capabilities to initiate opportunities
- Thoughtful and flexible with great interpersonal skills
- Organized, methodical, and are aware of timelines and deadlines
- An effective communicator and a great listener

MAIN RESPONSIBILITIES

- Ensure effective Japanese communication with stakeholders and clients ensuring the consistency with the all FF Ecosystem
- Business Development: this ranges from following up on new collaboration, business opportunities, drafting proposals and presentations for potential clients, attend events and networking meetings; however we are builders and we will rely on you to look around corners beyond what has been done, to also develop blue sky opportunity for what could be done
- Build a food ecosystem community around Kyobashi area
- Develop and coordinate the execution of projects and events
- Be strategic and effective: As the primary eyes and ears into the ecosystem, you will connect the dots and derive insights on the trends and changes within the ecosystem.



KEY CHALLENGES

- Develop a clear understanding of the client needs and implement Future Food's project process and methodology defined by the Japan Lead
- Adapt the FF ecosystem and values to the Japanese context
- Work with a highly distributed and flexible team, understanding the mechanisms and operating within a complex matrixed ecosystem

KNOWLEDGE, SKILLS AND EXPERIENCE

Work Experience: 5+ years

Competencies:

- Ability to work within a self-directed culture and navigate ambiguity
- High comfort level in working within a distributed team
- Previous experience in managing complex projects
- Openness to feedback and critique from other disciplines and curiosity to learn from a spectrum of perspectives
- Clear and open team communication

ABOUT THE TEAM

The Future Food team is multi-cultural, multi-generational, multi-ethnic, and composed of skills and backgrounds from different contexts: innovators and startappers, academics and researchers, entrepreneurs, local and international public institutions, and executives from big business.

It is through this confluence of diverse perspectives, coupled with the shared commitment to our fundamental values that enables us to make an exponential positive change to sustainably improve life on earth.

If interested, please complete this [initial intake](#) form and we will contact you. For further questions or information,

REACH OUT

alessandro.fusco@futurefoodinstitute.org

virginia.cepollina@futurefoodinstitute.org