



Job Posting:

Director, Working Group EcoSystem Development

Company Overview:

Eclipse (www.eclipse.org) is a community for individuals and organizations who wish to collaborate on commercially-friendly open source software. The Eclipse Foundation is a not-for-profit, member-supported corporation that both hosts the Eclipse projects and helps cultivate an open source community and an ecosystem of complementary products and services.

The Foundation has a number of industry consortiums called working groups. LocationTech is the Foundation's geospatial working group, whose primary focus currently is in the areas of geospatial big data, geospatial libraries and data visualization tools. Other Eclipse working groups have a wide range of open source projects, an active membership, and are seeking to expand their technologies under the working group umbrella.

Role Summary:

As the successful candidate, you will directly drive the business development activities for the LocationTech working group, and others as required by the business. You are expected to work closely with the working group members to establish strategic goals and to execute the business plans chosen by their steering committees. You will seek out new projects and business relationships with companies with complementary technologies, and will represent the working groups in various industry organizations, both commercial and otherwise.

In addition, you will serve as a member of the Foundation's leadership team. In this role, you will carry out business development functions in support of the overall Eclipse ecosystem, including representing the Foundation at a variety of events. You will work to develop best practices across all of the working groups, you will promote the overall objectives of the Foundation, and generally support the communications and business development activities of the Foundation.

Areas of Responsibility:

- Optimize community development by driving the existing activities of the working groups, including LocationTech tour, development of LocationCon, enhancing the FOSS4G-NA and FedGeoDay brands, etc., and work with additional working groups to increase their community development activities.
- Actively recruit open source projects to the benefit of the working groups and their members, especially in areas that are complementary to the



existing working group projects and that enhance the overall technology story told for each working group.

- Work directly with potential new members, supporting their internal open source champions, helping their leadership to understand the value proposition of membership, and supporting them through the onboarding process.
- Serve as the Foundation's lead representative on the LocationTech and other steering committees, including: supporting the missions defined in their charters, communicating relevant information to other Foundation staff, and to implementing the decisions made by the steering committees.
- Develop marketing and communications materials to help drive each working group's strategic goals.
- Develop, track and manage annual budgets, and prioritize the activities of the working groups in conjunction with these budgets.
- Work closely with our existing working group members to understand their priorities, and identify resources to support those priorities in the context of the working groups.
- Identify working group best practices, and work with the Foundation's leadership team in propagating these best practices across all our working groups.
- As a senior representative of the Foundation, fulfill broader general business development duties, including representing the Foundation at events, liaising with other open source organizations, pursuing new partnership channels, etc.

Education and Experience:

- Bachelor's degree in relevant field, or equivalent experience.
- Minimum 3-5 years business development experience, with experience in either of (or both) the geospatial technology or the scientific tooling industries being a definite asset.
- Preference given for knowledge and experience with open source technologies and business practices, and if experienced with the sales cycle associated with open source technologies.
- Self starter who can, from broad objectives, develop and execute specific plans to achieve those objectives.



- Willing to work as part of a geographically disparate team, and willing to support other team members in working towards common objectives.
- Demonstrated maturity to successfully juggle competing business objectives of the working group members, and to balance and align their specific objectives with those of the Foundation's to the benefit of all.
- Excellent written and spoken communication skills.
- Proficient in creating presentation materials suitable to varied audiences, and be comfortable and capable of presenting well to large audiences.
- Proven ability to develop and manage a detailed budget, and to prioritize budgetary items based on fiscal constraints.
- Great intuition, creativity and energy to discover and make new linkages within the stakeholder ecosystem.
- Demonstrated ability to cultivate strategic relationships both with working group team members and external partners, garner commitment, loyalty and trust through consistent work ethic and passion for high standards.
- A background in the not-for-profit sector is an asset, specifically with member-based associations and the open source industry ecosystem.
- Demonstrated thought leadership and an entrepreneurial spirit to identify and apply marketing strategies that reach and service existing and new members and creating new business opportunities.

Location:

- Preference will be given to candidates either living in Ottawa, or willing to relocate to Ottawa. However, the position is open to individuals living anywhere in Canada, the US or Europe.
- The candidate must be willing to travel approximately 25-30% of the time throughout North America and Europe.

To Apply:

Please submit a resume and covering letter to careers@businesssherpagroup.com quoting ESD-16 by January 17, 2017. We offer highly competitive compensation along with a comprehensive benefits package. We thank all applicants for their interest; however, only those to be interviewed will be contacted.