



Title/Role: Sr. Director Supply Chain Readiness

Reports to: Vice President Industry Education

Department: Industry Education

Type: Exempt

Location/Base: Negotiable

Salary Range: \$90K-\$110K

ORGANIZATION PROFILE

Oceantic (The Network) envisions a thriving ocean renewables industry powering strong economies. Our collaborative nonprofit network advances the ocean renewables market and builds a robust supply chain of local companies. We partner with private industry and government agencies to build a resilient supply chain that will create and sustain jobs, benefit local economies, and ensure cost-effective clean energy. We advance our mission by connecting developers, policymakers, academics, and community and workforce leaders through events, education, digital tools, and policy initiatives to grow the vital offshore wind and ocean renewables sectors.

POSITION SUMMARY

The Senior Director of Supply Chain Readiness plays a crucial role in advancing the economic development potential of the growing U.S. ocean renewables and specifically the offshore wind sector. This position requires entrepreneurial skills and involves collaborating closely with the Industry Education Department to develop specialized training programs and education related to entering the ocean renewables supply chain, including procurement processes and success strategies. This role is pivotal in fostering collaboration, knowledge sharing, and growth within the offshore wind sector. By supporting businesses and facilitating their entry into the supply chain, this new position will contribute to the industry's success and sustainability.

POSITION FUNCTIONS AND RESPONSIBILITIES

- Provides analytical insights, consulting services, management consulting, and financial guidance to small businesses
- Supervise the Supply Chain Readiness program (a.k.a Business Coaching Program), which will include:
 - Filter applicant companies and recruit into MBE/WBE, Veteran-Owned and other disadvantage businesses
 - Encourage applicant companies to draw out a specific business challenge
 - Manage a pipeline of live company supports
- Deliver business coaching services for companies, including:
 - Production of offshore wind specific content for company supports
 - Provision of bespoke business advice to support companies with market entry or market growth activities
 - Ensure a robust process is followed and an auditable trail of documentation is upheld

- Assess import/export readiness value of sales for businesses and member companies who have not previously exported and link companies to the Network's Global Gateway Program
- Aid small and medium-sized businesses; assists businesses wanting to import and export goods and services with market and policy analysis
- Plans and coordinates program offerings to meet the educational needs of the small business client.
- Design and implement assessment and evaluations from companies for continuous improvement in the process
- Works closely with Industry Education team to develop and provide specialized training programs and education on entering the offshore wind supply chain including procurement processes and tips for success
- Develop other products and services based on industry needs
- Manage supply chain staff and consultants
- Deliver offshore wind training as needed
- All staff must identify and pursue new business opportunities and potential members within the offshore wind industry and engage and retain existing members to enhance their experience with the organization
- Update Salesforce with leads and contacts that help actively pursue business development efforts for all Network programs, projects, services, products, and events
- As appropriate, build the Network's industry visibility, reputation, and brand including contributing to thought leadership, influencing decision and opinion makers, representing the Network at conferences and events, and writing/developing OSW industry white papers and research
- As appropriate, contribute to speaker identification and content creation for Network events, training, website, newsletters, social media and podcasts

EDUCATION AND EXPERIENCE

- Bachelor's degree in a relevant field (including business administration, economic development, entrepreneurship, supply chain management or other related field) and 5 years of experience in progressively responsible positions in business or nonprofit management or small business ownership, or an equivalent combination of education and experience in a relevant field.
- 5 years of experience in business and supply chain development
- Small Business Development Administration or Manufacturing Extension Partnership experience preferred.
- Experience with offshore wind and/or ISO certification a plus
- Knowledge of exporting a plus
- Ability to approach challenging situations while thinking quickly on your feet and propose solutions to problems as they arise
- Ability to collaborate effectively with senior and executive leaders across international, national and local levels
- Experience in foundations, nonprofits, or the public sector, highly desirable
- Exceptional attention to detail

- Customer service orientation
- Proven track record of project management and research and skills
- Excellent verbal and written communication skills
- Collaborative, solution-oriented team leader and colleague
- Proficiency in Microsoft Office (Word, Excel, Outlook, PowerPoint, Teams), Asana and Adobe
- Experience with Salesforce, desirable
- Ability to work effectively and efficiently under pressure with professionalism
- Flexibility and tolerance for ambiguity. Willingness to handle complex and mundane matters
- Ability to promote a team culture of accountability and results

If Position Is Remote:

- Excellent interpersonal and time management skills
- Ability to take direction and/or accept tasks from multiple people
- Ability to deal effectively with deadlines and time pressures
- Ability to work with minimum supervision, set priorities, and multitask

BENEFITS AND COMPENSATION:

The salary range for this position is commensurate with experience. For full-time, benefit eligible employees, the Network offers an excellent range of benefits including:

- Medical Insurance
- Dental and Vision Benefits
- Employee Life Insurance
- Employee Short- & Long-Term Disability
- Paid Vacation
- Generous paid leave
- 401K Plan

WORKING CONDITIONS: Work is in an office environment

Oceantic Network provides equal employment opportunities (EEO) to all employees and applicants for employment without regard to race, color, religion, sex, national origin, age, disability, or genetics. In addition to federal law requirements, Oceantic Network complies with applicable state and local laws governing nondiscrimination in employment in every location in which we employ staff. This policy applies to all terms and conditions of employment, including recruiting, hiring, placement, promotion, termination, layoff, recall, transfer, leaves of absence, compensation, and training.