

Job Vacancy

Secretary General

JOB PURPOSE/OVERVIEW

Zhaga Consortium is a global association of lighting industry members. Zhaga standardizes interface specifications for LED luminaire components. The Zhaga interface standards enable multi-vendor ecosystem of interoperable products. To create trust in the interoperability of products from multiple vendors Zhaga has a certification and logo-program executed by third party test houses. Through its focus on interoperability, Zhaga contributes to circularity lighting via smart, connected lighting and serviceable luminaires, supporting the UN Sustainable Development Goal 11 for sustainable cities and communities. Zhaga has set up a partner and liaison program, working with recognized Standards Development Organisations and Alliances to maximise synergies, leverage external expertise and global acceptance.

The Secretary General is an exciting role to lead, guide and support the consortium to drive the lighting industry through Zhaga Books. The right candidate will be a strategic thinker, positioning Zhaga as a vital body for the lighting industry. Increasing its popularity and importance and hence grow the membership. The Secretary General will work closely with the Marketing Manager to promote Zhaga through a number of channels, inspire members to bring new proposals to the organisation strengthening Zhaga's portfolio. The role will act globally to promote activities in Europe, The Americas and Asia, ensuring that Zhaga is seen as a global body. The Secretary General will work 2 days a week and interface with member companies, IEEE-ISTO and Zhaga consortium bodies. The right candidate will execute on Zhaga's mission statement and ensure our promise of interoperability.

WHAT YOU WILL DO

Running the day-to-day business of the consortium, this consists of:

- External representation, relating Zhaga's mission and vision to trends in Lighting Industry.
 - Acting as the official spokesperson for the consortium.
 - Presenting at conferences and fairs.
 - Being responsible for seeking out new potential members in order to achieve membership growth targets.
 - Liaising with external organizations.
- Internal organization:
 - Organization of and participation in consortium meetings (opening and closing member meetings, driving and motivating membership, speaking at social events, etc.)
 - Financial management (budget setting, monitoring and finance overviews)
 - Supporting consortium in strategy setting
 - Managing trademarks (registrations, infringements, etc.)
 - Managing legal aspects (consortium contracts, bylaws, lawyer contacts, etc.)
 - Managing staff (contracts, bilaterals and appraisals).
- Contributions to:
 - Promotional activities (papers, newsletters, press releases, trade events, etc.)
 - Special events (Zhaga awards, Zhaga circularity event, etc.)

WHAT YOU WILL BRING

- Excellent communication and negotiation skills.
- Ability to work in a team and foster consensus.
- Strong strategic thinking.
- Experience in the lighting industry.

- Knowledge of relevant market trends.
- Experience of consortia.
- Sales or marketing experience.
- A qualification in engineering, marketing or sales.
- Financial knowledge, being able to build a P&L.
- Enthusiasm, self-motivation, ability to work flexibly.
- Ability to lead an organisation and manage reports.
- Ability to challenge technical solutions and processes.
- Ability to work with multicultural teams and organisations.
- Strong attention to detail and structured work pattern.
- Ability to communicate in proficient English.
- Ability to travel globally, according to the needs of the role.

HOW TO APPLY

- Information Contact: Dee Denteneer - secgen@zhagastandard.org
- Application To: Francesco Martini – chair-sc@zhagastandard.org
- Closing Date: 17th Feb 2023