

Job Description: Portland Network Leader

OKAPI Reusables is seeking a motivated and dynamic **Portland Network Leader**. **This position will be based in Portland, Oregon.** This position is a part-time contractor position (average 20 hours per week).

OKAPI launched in Portland in January 2022 and now has 17 locations in its reusable cup network. OKAPI offers high-quality cups for customers to borrow and return, saving thousands of single-use cups from landfill and litter, and elevating the coffee/juice/smoothie/boba to-go experience. We're honored to have been awarded grants from Oregon Metro and San Mateo County, CA, and to be part of the 2022 NextCycle Washington's Circular Accelerator.

We are seeking a skilled and mission-driven marketing and sales leader to nurture relationships in metro Portland and continue to build our network.

The main responsibilities of this position are:

- Outreach to new cafes, inviting them to join the OKAPI reusable cup network
- Maintain strong relationships with current café owners and managers in the network, and being responsive to opportunities for improving the service, and collaborating on increasing user adoption
- Identify opportunities for community events and represent OKAPI at those events, in collaboration with nonprofit partners, to build awareness with consumers and continue to grow our member base
- Be an integral part of the marketing team, suggesting local promotions, providing content for social media posts and emails, and collaborating with like-minded businesses for co-marketing opportunities
- Think strategically to influence decision-makers and outcomes
- Collaborate with the team and cafe staff to improve and evolve the borrowing experience for both customers and baristas over time

Ideal candidates will have both sales and consumer marketing experience, as well as a passion for environmental sustainability. You'll bring project management skills and a proven record of building strong business relationships. You also have strong analytical skills, as well as excellent writing and presentation skills.

You will have the opportunity to work with a small but strong team of co-founders, contractors, and collaborators, aligned on a mission to cup single-use waste in metro Portland and the San Francisco Bay Area.

KEY SKILLS & COMPETENCIES:

- Enthusiasm, initiative, flexibility, and a desire to work in a growing team
- Relevant prior experience in sales and consumer marketing
- A passion for environmental sustainability
- Proven track record in building strong and trusted relationships with customers and partners
- Effective communicator that can shape and deliver messages to café owners, managers, and baristas, customers, and partners.

Please submit your resume and brief cover letter to **Emily Chueh at echueh@okapi-reusables.com**

OKAPI Reusables welcomes applicants from diverse backgrounds. OKAPI does not discriminate based upon race, religion, color, national origin, gender, sexual orientation, gender identity, age, status as a

protected veteran, status as an individual with a disability, or other applicable legally protected characteristics.

Salary range is \$30-45/hour depending on level of experience.