

## **Liaison (External)**

### **Role Description**

#### **Description**

A **Liaison** facilitates the development and vitality of Globalstratos ecosystem (GSTRATECO) companies', affiliates', and partners' relationships, ecosystems, projects, initiatives, etc, and synergizes with his or her own objectives to create and execute mutually beneficial opportunities. The Liaison role is based in the area in which a person predominantly resides and has a deep set of relationships and knowledge in the business sphere in the geographic region or channel (e.g., energy sector).

#### **Type of Association**

A Liaison is an external affiliate and therefore independent of our organization. However, due to the use of our platforms, resources, methodologies, structures, etc. by the Liaison to further his or her interests and mutual benefit to Globalstratos, we establish a mutually beneficial relationship with the person which allows the person to leverage our assets and helps us to extend our market reach.

#### **Report To**

Global Project Management Office housed within Globalstratos Management Corporation

#### **Compensation**

Profit or revenue sharing structures; reimbursement of reasonable, preapproved expenses; possible stipend prior to revenue sharing being activated

#### **Time and Resource Commitment**

At minimum, you should commit the following. However, this should be integrated into your own business model so as not to be something “additional” which would take you in separate directions instead of creating synergies.

- Complete onboarding and initial training
- 10 hours per week
- Personal resources, e.g., car, computer, that would be considered normal course of business in order to complete responsibilities effectively in your locality or channel. Any commitment of resources on our organization's part must be agreed upon in writing.

#### **Primary Responsibilities**

- Develop new markets, projects, collaboration/partnerships, and client engagements for Globalstratos and yourself.
- Develop annual targets and plan, as well as execute plan and provide quarterly reports.
- Participate in monthly meetings and hold quarterly status meetings with our organization.

- Represent Globalstratos at key events and meetings.
- Fully participate in licensee training, mentoring, and coaching activities and assignments.
- Provide regular written reports on project/market opportunity development.
- Maintain appropriate written and oral communication with Globalstratos, peers, clients, partners, collaborators, and other key stakeholders.
- Develop and sustain client and stakeholder base in your locality or channel.
- Establish our programs, initiatives, projects, and structures that are suitable for your target market.
- Execute other tasks as needed.
- Shift to other roles and responsibilities as needed and mutually agreed upon.

### **Required Experience, Skills, and Personality**

Before being accepted into the Liaison program, candidate must have a good number of the following experience and skills. Liaisons will be expected to demonstrate all experience and skills over time.

- Minimum five years of experience as a client relationship manager, project manager, and/or management consultant in which significant time was spent engaging clients, external agencies and partners, as well as leading projects with team members.
- Strong written and verbal communication skills
- Strong reporting skills
- Competence with Microsoft PowerPoint, Excel, Word, Outlook, as well as the Internet and computers.
- Ability to feel comfortable working with unproven/challenging new concepts.
- Desire to learn new and different approaches.
- Experience with active listening and building relationships
- Ability to work with all levels of stakeholders from government, society, and business to further the goals of projects, engagements, and ventures
- Ability to think quickly and take appropriate risks
- Ability to work on your own, as well as on teams
- Ability to work with high-level strategy down to detailed tasks
- Open, respectable communication
- Passion for the work
- Serving and building others up
- Ability to innovate, problem-solve, and create
- Ability to build win-win, mutually beneficial relationships and solutions
- Ability to appropriately resolve conflict
- Valid driver's license and have reliable car transportation
- Own office infrastructure, e.g., computer/laptop, Internet access
- Proficiency in basic workplace skills