

STATEMENT OF WORK (SOW): REGIONAL REPRESENTATIVE – NORTH AMERICA

INTRODUCTION

Client: FSSC Global Head Office BV

Start Date: From January 2026

End Date: Rolling yearly contract with annual negotiation on rates and hours

Location: Hybrid, remote (CANADA OR USA)

PROJECT OVERVIEW

FSSC has a role available for our Regional Representative for North America. The Regional Representative is responsible for the market development of FSSC products such as the FSSC 22000 and FSSC 24000 schemes, our Development Program and our Digital Solutions within the USA and Canada marketplaces and to promote, support and uphold the goals of FSSC.

SCOPE OF WORK

The Contractor will be responsible for the following activities:

- Support local partners: coordinating common interests to develop market opportunities for FSSC.
- Representation towards and cooperation with relevant large market players and trade organizations
- Representation towards relevant public authorities, governmental institutions, and accreditation bodies
- Liaison and engagement with key industry groups.
- Monitoring all relevant economic, social, political/legislative and business developments, with the aim of ensuring timely anticipation and adaptation
- Realize growth in number of certificates in the region through the development and execution against market plans.
- Promotion of FSSC's value propositions to continuously increase quality and uptake of FSSC's schemes in particular, this will include representing FSSC at events across the region, and very active dialogue with all key interested parties in the sectors we operate.
- Active completion of all records on our CRM to enable work with other teams in FSSC to understand fully the needs of our interested parties.
- Working with assigned promotional and contracted budget to provide maximum market impact and market support for interested parties in North America.