

Position: Corporate Engagement Manager / Director

Location: Barcelona, Spain, or London, UK, or USA (Eastern Time Zone)

About Emergent:

Emergent is a non-profit organization with the sole mission of accelerating the speed and scale of tropical forest conservation to combat the climate crisis. With an international team of world-class climate experts and a board with deep private and public sector experience, Emergent is supported by leading civil society organizations, corporate foundations, and governments, including the Environmental Defense Fund (EDF), the Rockefeller Foundation, and the Norwegian government's International Climate and Forest Initiative (NICFI).

Emergent serves as the administrative coordinator and principal intermediary for the LEAF Coalition, a unique public-private-civil society initiative that brings leading companies together with the governments of the US, UK, Norway, and South Korea to channel finance to forest country governments verifiably reducing deforestation at scale. Participants in the Coalition, including leading companies such as Amazon, Airbnb, Bayer, Boston Consulting Group, GSK, McKinsey, Nestlé, Salesforce, and Unilever, support high-quality emissions reduction credits from tropical and subtropical forest countries, enabling efforts to reduce and end deforestation. Participating forest countries in turn secure sustainable financing for their forest conservation and sustainable development policies and programs.

Emergent is seeking a corporate sustainability professional who is commercially and client-oriented, with an entrepreneurial mindset to work with a dynamic, small team. This role will continue to deliver the LEAF Coalition's corporate engagement strategy and develop new opportunities for private sector finance for forest conservation at scale.

Responsibilities and Duties:

Business Development

- Research, prospect and enlist new corporate clients that meet the LEAF buyers' criteria and are interested in progressing climate, nature, and sustainable

development goals through high integrity jurisdictional forest carbon credits through use of customer insights, network activation and commercial creativity.

- Leverages sales tools and applied business development regimens to produce new leads, drive leads through the sales funnel, and convert prospects within accelerated timeframes.
- Identify the decision makers and the buying journey for each prospect organization and build solid relationships with each through active listening and tailored messaging.
- Plan each corporate engagement and pitch; catalogue each call in the CRM system with documented insights/actions to move prospects through the sales funnel.
- Track and record activity on accounts and help to close deals to meet these targets. Prepare regular reports and presentations on BD metrics for the leadership team.
- Partner with marketing to tailor pitches that speak to prospects' needs, concerns, and objectives.
- Use a variety of styles to persuade or negotiate appropriately, presenting an image that mirrors that of the client.
- Scout and attend industry functions, such as association events and conferences and provide feedback and information on market and creative trends.
- Liaise with different senior level stakeholders (from external services providers to CSOs to government).

Client Management

- Coach and support clients through the contracting, jurisdiction selection, communications, and credit retirement phases.
- Work with technical staff and other internal colleagues to meet customer needs.
- Maintain a client-specific customer account plan strategy that encompasses medium and long-term customer growth and satisfaction.
- Understand each company's climate, nature and people goals and stakeholders' deliverables to the organization.
- Develop in-depth knowledge of company offerings to identify profitable business opportunities.
- Forecast sales targets based on historical offset purchases and information provided by client.

- Synthesize client insights from across the teams and enhance the central client growth agenda and offerings.
- Identify opportunities to showcase client commitments in ways that result in favourable media, corporate peer, and civil society circles.
- Research emerging trends and recommend new company offerings to satisfy customers' needs.
- Direct marketing efforts by presenting customer insights to marketing leadership.
- Handle objections by clarifying points of concern, emphasizing areas of agreement and working through differences.

Required Skills/Abilities:

- 8+ years of B2B business development or in-house corporate experience commercializing new services, preferably in the field of sustainability. Targeting a mid-career professional, but some flexibility for the right candidate.
- Knowledge of corporate climate and nature strategies, carbon accounting and offset standards required.
- Polished, highly organized, and assertive B2B salesperson that roots prospect outreach in data science, network mapping and sector-based insights.
- A proactive sales approach that leverages tools, regimen, and team work to reveal new leads and supports in the landing of prospects within compressed timeframes.
- A genuine team player that possesses an agile approach to meeting customer needs.
- Mastery of CRM software and digital marketing tools and channels (e.g., LinkedIn, Twitter).
- Strategic in managing sales pipelines and prospect engagements, yet pragmatic and agile in navigating customer objections and non-standard requests for information.
- Deep knowledge of and experience in visualizing buyers' journeys including decision-maker mapping and sales cycle influence points.
- Strong commercial acumen.

Education and Experience:

- Experience in corporate climate and nature strategies, carbon markets and carbon solutions and/or carbon accounting required.
- MBA or master's degree in relevant field helpful but not required.
- Experience in developing existing prospect databases and mining data for insights.
- Experience in lead management software and the CRM process.
- Skilled in mapping of decision maker networks and individual buyer journeys.
- Knowledge of the customer insight generation and messaging creation process.
- Established chief sustainability officer and civil society/non-governmental organization networks preferred.
- Experience working with or for a start-up a plus.
- English fluency required; French or German advantageous.
- Proficient in Microsoft Office (Outlook, Word, Excel, and PowerPoint) and Adobe Acrobat (or equivalent)

Benefits offered:

- Medical/Dental and Vision
- 401K with up to 6% match (US based)
- PTO

Requirements:

Applicants must have work authorization in the country where they are applying. Emergent provides equal employment opportunities to all employees and applicants for employment and prohibits discrimination and harassment of any type without regard to race, color, religion, age, sex, national origin, disability status, genetics, protected veteran status, sexual orientation, gender identity or expression, or any other characteristic protected by federal, state, local or other applicable laws.

How to apply:

To apply for this position, please send your resume to info@emergentclimate.com.