

Director, Corporate Engagement

About Emergent

[Emergent](#) is a global non-profit that aims to mobilize public-private finance to conserve and restore the world's forests to combat the climate crisis. We serve as an intermediary between the private sector and forest nations, acting as a market catalyst to deliver transformational impact for the climate, biodiversity, and Indigenous Peoples.

Emergent purchases high-integrity carbon credits from 'jurisdictional' – national or subnational – REDD+ forest protection and reforestation programs that are verified to the high-integrity [ART TREES standard](#). We then sell these credits via the LEAF Coalition to donor governments or corporate buyers looking to drive significant impact and meet their climate and nature goals. The LEAF Coalition is a unique public private partnership focused on halting tropical deforestation by 2030. By bringing together forest governments, the private sector, donor governments, Indigenous Peoples and local communities and civil society, LEAF aims to raise and deploy the finance needed to tackle deforestation by making tropical forests worth more alive than dead.

We have a historical opportunity to bend the climate curve – if we act now. If you are passionate about climate change and believe in preserving and protecting forests, please read on.

The Role

Emergent is seeking a Corporate Engagement Director to join our team. The Director will develop new opportunities for US and global corporations to finance forest conservation at scale. The role is dual focused, focusing on business development and client management. Our ideal candidate is commercially and client-oriented with an entrepreneurial mindset; they must be deeply familiar with corporate climate strategies and finance voluntary carbon markets and have experience with B2B business development and a strong corporate network.

The Director will report to the Executive Vice President, Corporate Engagement. This is a full-time role, ideally based in New York, Washington DC, or Miami; some travel is expected (10-20%).

Responsibilities

Business Development

- Research, prospect, and enlist new corporate clients that meet the LEAF buyers' criteria.
- Leverage sales tools 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.
- Prepare reports and presentations on business development metrics and outreach as necessary.

- Partner with colleagues to tailor pitches that speak to prospects' needs, concerns, and objectives.
- Attend industry events to stay attuned to changes and trends in the market, and to bolster Emergent's brand, impact, and reach.

Client Management

- Coach and support clients through the engagement process, including contracting, deal participation, communications, and credit retirement phases, with an emphasis on customer growth and satisfaction.
- Maintain comprehensive account plans for each client that include climate and nature goals, buyer preferences, key contacts, and status of deal participation.
- Forecast sales targets based on up-to-date and nuanced information.
- Identify opportunities to showcase client commitments in ways that result in favorable media and boost them in front of corporate and civil society circles.
- Engage existing clients in our efforts to enlist new clients through introductions and direct engagement.
- Handle concerns and queries with tact, clarity, and a sense of urgency, emphasizing areas of agreement and opportunities for climate impact.

Qualifications

- 8+ years of B2B business development or in-house corporate experience commercializing new services. Experience is required in at least one of the following areas: corporate climate and nature strategies, carbon markets and carbon solutions, or carbon accounting.
- Polished, highly organized, and assertive B2B client manager that roots prospect outreach in network mapping and sector-based insights.
- A proactive business development approach that leverages tools, process, and teamwork to reveal new leads and support 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., HubSpot, LinkedIn, Twitter).
- Deep knowledge of and experience in visualizing buyers' journeys including decision-maker mapping and sales cycle influence points.
- Bachelor's degree required; MBA or master's degree in relevant field is an asset.
- English fluency required; Spanish, French or German is a plus.

Perks

Flexibility

- Flexible working between home and office. For this role, if the selected candidate is based in/near NYC, there is an expectation to be office-based 1-2 days a week; this may increase over time.

- A Work From Anywhere policy to allow employees to work from elsewhere for short stretches of time.

Benefits

- Comprehensive medical, dental, and vision, 100% of premiums covered for employees.
- 401k with up to 6% match.
- Generous PTO including 23 days per year + holidays + sick time.

Additional Requirements

Applicants must have authorization to work in the US.

Equal Opportunities

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.

Studies have shown that men apply for a job when they meet only 60% of the qualifications, but women apply only if they meet 100% of them. If you think you have most of what we're looking for and believe you'd be a great fit, we'd love to hear from you.

How to Apply

To apply, please send your resume and brief cover letter that speaks to your experience engaging corporates in the carbon market space; these materials can be sent to: jobs@emergentclimate.com.

Our team will review applications on a rolling basis; we strongly encourage interested candidates to apply as soon as possible.

Emergent will not be able to respond to every application. A member of our team will reach out if you are shortlisted for this opening. If your application is unsuccessful, we will be unable to provide feedback and ensure we delete your personnel data once we have made this determination.

