



BUSINESS MANAGER IMPACT

JOB DESCRIPTION

As **Business Manager Impact** you are responsible for developing, implementing, and managing the scaling strategy of FairClimateFund in line with the market opportunities and potential for high quality & fair climate projects.

You do this by identifying (new) business opportunities and developing business propositions for different type of financers, like corporate clients, impact investors and family funds. You pitch and attract a mix of investors and donors and co-create a business model for scaling the SDG impact and our project portfolio in South-East Asia, Africa, and Latin America. You work closely together with the CEO, and you lead the project development and sales team.

Main Duties and Responsibilities

Developing the current FCF business into a business proposition that enables scaling of impact with a factor 2-3, including the growth of the project portfolio and the growth of the sales of climate impact (carbon credits).

The development of new business propositions and innovative concepts for FairClimateFund like an online platform for linking households in projects to clients buying impact. Or building a fund for co-investments of larger customers in sectors, including other SDG impacts like biodiversity conservation (SDG 15), women (SDG 5) and health (SDG 3).

Select and establish new partnerships, with impact investors/donors/financial institutions to grow effectively and efficiently.

Representing FairClimateFund during investment and donor networks and providing presentations and pitches for (potential) financiers.



WE SEEK

- An ambitious professional who has experience in building successful business models to scale and optimise impact; with knowledge of the carbon market; a colleague with strong business modelling skills, negotiating techniques and motivational speaker.
- You have completed education at WO / MBA level, e.g., Finance, Business economics or MBA, with at least 10-15 years of relevant work experience in a similar position in a commercial and/or financial environment.
- You have a commercial, pro-innovation and entrepreneurial attitude and a drive to contribute to impact creation for low-income households in developing countries.
- Intrinsic motivation to work on a fair climate, climate justice and international development themes.
- A can-do mentality: Thinking in terms of opportunities and possibilities.
- A strong networker, who operates pro-actively within a team of professionals and seeks opportunities and cooperation in internal and external networks.

You have experience with:

- (Inter)national business development, fundraising and/or investment finance.
- Building ambitious business models in a commercial and/or financial environment, like an investment fund.
- Building networks and develop long-term partnerships.
- Digital marketing and e-commerce.

You have knowledge of:

- International climate policy and carbon markets and standards.
- National and international investors, impact funds, family offices, donors
- Dutch and English language. French is an advantage.

WE OFFER

- A dynamic position in an impactful work environment together with an ambitious team where you work and think strategically with Dutch and European parties.
- Opportunity to create an impactful growth strategy for FCFs project portfolio in developing countries together with clients.
- A dynamic and pioneering work environment within a social venture.
- Informal hands-on corporate culture.
- **The position is classified in scale 12 based on 36 hours (EUR 3,850 – EUR 4,748 pm), depending on education and relevant work experience. Working in office 2 days a week is required. Office is in Utrecht.**

ABOUT US

FairClimateFund is a social enterprise that focuses on developing international climate projects. Our mission is a fair climate: a world in which those who contribute most to climate change invest in climate projects that benefit people most vulnerable to the effects of climate change. We finance and implement climate projects together with local partners. We work according to Fairtrade principles and pay people in developing countries a fair price for the carbon credits they generate. We focus on energy projects for low-income households such as clean cookstoves and biogas and landscape restoration. These climate projects reduce CO₂ emissions and deforestation and improve the living conditions of low-income people in developing countries. FCF is part of Cordaid Foundation.

FairClimateFund has built a unique position in the market as a provider of high-quality Gold Standard and Fairtrade certified carbon credits. We want to expand our business model in the coming years from a current level of EUR 10 Mio to triple in the coming 5 years. The team consists of 10 people and is based in Utrecht and a partner in India with also 10 people. For more information see www.fairclimatefund.nl.

APPLY NOW!

For more information about the position, please call our director Neera van der Geest (+31 6 506 573 58 or email: geest@fairclimatefund.nl).

You can send your letter of motivation and resume to info@fairclimatefund.nl until **15 January 2022** citing “Application Business Manager Impact + your name”.