

**Job Title:** Business Development – Latam / Asia / Africa / Europe

**Level:** Associate, Manager, or Director (depending on experience)

**Location:** Remote, preferably based in the corresponding region

**Department:** Business Development and Strategic Partnerships

**Contract type:** Full-time

## About BioCarbon Standard

BioCarbon Standard is an international organization dedicated to certifying carbon projects with a strong commitment to environmental integrity, social inclusion, and digital innovation. We operate globally to support project developers, governments, and markets in implementing high-impact, nature-based climate solutions.

## Position Summary

We are looking for highly motivated professionals with an entrepreneurial mindset and strategic vision to join our Business Development team in Latin America, Asia, Africa, or Europe. We welcome applications from candidates at different career levels -Associate, Manager, and Director- depending on experience and qualifications.

This role is key to the expansion of BioCarbon Standard, establishing and strengthening partnerships with project developers, governments, multilateral organizations, and private sector actors.

## Key Responsibilities

- **Identify and Drive Growth Opportunities:** Proactively seek and evaluate strategic growth opportunities to expand BioCarbon Standard's presence in the designated region, ensuring alignment with organizational objectives.
- **Build and Nurture Key Relationships:** Cultivate strong, long-term relationships with a diverse range of stakeholders, including governments, NGOs, private sector actors, and multilateral institutions, fostering collaboration and partnership opportunities.
- **Promote Adoption of BioCarbon Standard:** Advocate for the adoption of the BioCarbon Standard by project developers, government agencies, and key partners, emphasizing its value and impact in advancing climate goals.

- **Cross-Functional Collaboration:** Work closely with internal teams (technical, policy, communications, digital) to develop and execute a unified, strategic approach that ensures the success of business development initiatives.
- **Lead Proposal and Partnership Development:** Take the lead or provide support in crafting compelling proposals, pitch decks, and negotiations with key stakeholders, driving the formation of strategic partnerships that align with organizational goals.
- **Represent BioCarbon Standard Externally:** Serve as an ambassador for BioCarbon Standard at regional events, conferences, and institutional forums, enhancing brand visibility and strengthening external relationships.
- **Track and Report Progress:** Maintain comprehensive records of all activities and stakeholder interactions in the CRM system, ensuring accurate tracking of progress against KPIs and facilitating transparent reporting.

## Qualifications

- **Relevant Experience:** Proven experience in business development, consultative sales, or institutional relations, particularly in sectors like climate, sustainability, or international development.
- **Strong Communication Skills:** Excellent interpersonal and communication abilities, with the capability to engage effectively with diverse stakeholders and present ideas clearly and persuasively.
- **Language Proficiency:** Fluency in English is required. Additional fluency in Spanish and/or Portuguese is a strong advantage.
- **Self-Driven and Results-Oriented:** Ability to work autonomously in a remote setting, with a strong sense of accountability and a commitment to achieving results.
- **Sector Expertise (Preferred):** Knowledge of carbon markets, Article 6 of the Paris Agreement, and national/international climate policies is highly desirable, enabling informed decision-making and effective stakeholder engagement.

## Experience by Level

- **Associate (2+ years of experience):** Proactive, analytical, and eager to grow professionally. Demonstrates a strong foundation in business development with an interest in building expertise in climate and sustainability.
- **Manager (5+ years of experience):** Skilled in independently managing regional partnerships and accounts. Capable of leading projects and negotiations with minimal supervision, demonstrating leadership potential and a strong network.
- **Director (8+ years of experience):** Strategic visionary with the ability to lead regional business development efforts. Strong leadership qualities, established relationships, and the capacity to shape the organization's growth direction in the region.

## What We Offer

- ✓ An international, purpose-driven, and innovative work environment.
- ✓ Geographic and schedule flexibility.
- ✓ Opportunities for growth within a rapidly expanding global organization.
- ✓ Participation in a mission with high climate and social impact.