

Job Title: Business Development Manager

Department: Management & Operations

Location: Remote - Worldwide

Reports to: General Director

About us

At BioCarbon, we are dedicated to driving positive change in climate action and biodiversity conservation. As a leading organization, we manage two impactful programs: the GHG Crediting Program (BCR Standard) and the Biodiversity Crediting Program (BioCarbon Biodiversity Standard).

Our initiatives align seamlessly with sustainability, fostering resilience and actively contributing to the realization of the United Nations' Sustainable Development Goals (SDGs). We recognize the urgent need for collective action and remain steadfast in our commitment to a more sustainable and equitable world.

As a proud women-owned business and a signatory to the United Nations Women's Empowerment Principles (WEPIs), we prioritize gender equality as a cornerstone of our mission. We believe that empowering women is integral to achieving lasting positive impacts in our work and beyond.

Position Overview

As the Business Development Manager, you will be responsible for managing cooperation processes, establishing strategic alliances, and coordinating work agendas to expand the Program's offerings and improve our participation in international carbon and biodiversity markets. The ideal candidate should have a strong background in commercial activities, network building, and team management. You will lead a passionate team and, as a good leader, inspire communication, teamwork, and quality.

Specific function responsibilities

- Provide leadership and direction to the operations team and staff, fostering a culture of innovation, collaboration, and continuous improvement.
- Manage cooperation processes, strategic alliances, and work agendas to expand the Program's offerings and improve participation in international carbon and biodiversity markets.
- Define long-term objectives and establish roadmaps for achieving set goals, aligned with strategies to support the Program's efforts in international carbon and biodiversity markets.
- Coordinate interaction with government agenda managers in the compliance markets to ensure BioCarbon's participation in national climate change programs.
- Identify objectives and define joint work patterns, including the distribution of activities and the articulation of team efforts.
- Lead and follow up on team performance assessments, identifying improvement opportunities and generating actions to maximize results.
- Act as the public face of the company when needed, representing BioCarbon at industry conferences, events, and in the media.
- Collaborate with the marketing and communication team to support the creation of commercial and informational materials for social media, generating key messages that promote the achievement of the Program's objectives.
- Leverage your network to identify and capitalize on business opportunities that align with the Programs' goals.

Qualifications:

- 5+ years overall experience, with at least 3 years in climate change, biodiversity, sustainability and carbon markets.
- University degree in Environmental Sciences, Business Administration, International Relations, or a related field.

- Deep knowledge of international carbon and biodiversity markets, climate change mitigation, carbon market mechanisms, system methodologies, standards, biodiversity conservation, and crediting programs.
- Strong commercial acumen with the ability to identify and leverage business opportunities.
- Proven experience in a leadership role, preferably within the environmental or carbon market sector.
- Excellent team and project management skills, including outstanding organizational skills.
- Excellent communication and interpersonal skills.
- Superior writing ability.
- Capacity to manage priorities and operate effectively within challenging time constraints.
- Proficiency in English and Spanish is a prerequisite.

To work at BioCarbon means...

- **Commitment to Sustainability:** contribute to a company dedicated to sustainable solutions and environmental and biodiversity conservation.
- **Professional Development Opportunities:** Continuous learning, skill development and career advancement.
- **Inclusive work environment:** Embrace diversity and ensure equal opportunities for all employees.
- **Competitive salaries and Benefit Packages**
- **International Insurance Coverage.**
- **Flexible Work Arrangements:** Remote work options or flexible schedules, promoting work-life balance.
- **Collaborative Team Environment:** Benefit from a collaborative and supportive team environment encouraging innovation and teamwork.
- **Social and Environmental Impact:** Contribute to projects and initiatives with a positive impact on climate change and biodiversity conservation.

- Networking Opportunities: Connect with professionals, experts, and stakeholders in the environmental and carbon market sectors.

How to apply

Please send your application to carolina@recluta.org by June 20, 2024, including:

- Your CV/Resume (to avoid bias, we appreciate you not including a personal picture)
- A cover letter (no more than one page)

BioCarbon Standard ensures equal opportunities for all candidates and employees, committing to cultivating a workplace free from discrimination. We rely on a transparent recruitment and hiring policy that upholds equal labor rights, irrespective of race, color, religion, gender identity, sexual orientation, national origin, age, marital status, pregnancy, physical or mental disability, genetics, veteran status, or any other characteristic.

Join us in making a positive impact on the world!