



## ABOUT



### The Opportunity

Emergent is a ground-breaking non-profit intermediary working at scale to mobilize private finance for the world's tropical forests.

Emergent is a ground-breaking non-profit intermediary working at scale to mobilize private finance for the world's tropical forests. Working at the intersection between tropical forest countries and the private sector, Emergent are building a global market for high integrity forest carbon credits.

In just six months Emergent, through the LEAF coalition that includes Amazon, Nestle and Unilever, monumentally succeeded in reaching its \$1 billion target and are poised to mobilize billions more of new funding for the protection of tropical forests and sustainable development

Emergent sits at the heart of a vibrant ecosystem of companies and donor governments, serving as administrative coordinator of the LEAF Coalition along with the government of the US, UK, and Norway and over a dozen leading companies including Amazon, Salesforce, and BlackRock. Emergent is negotiating agreements with each of these organizations and recruiting more to join the Coalition. The Coalition Sales Manager will support these efforts, administering the pipeline of prospective corporate joiners and current corporate participants and supporting overall coalition coordination.

This is an exciting opportunity to work closely with the Chief Commercial Officer. Using a keen sense of corporate processes and an understanding of working on complex sales you will play an invaluable role in keeping the LEAF Coalition on track, ensuring that all participants are pulling in the right direction and that Emergent is able to continue on its mission of mobilizing finance to end tropical deforestation.

More information on Emergent is here [The LEAF Coalition](#)

[www.emergentclimate.com](http://www.emergentclimate.com)



## POSITION

# Coalition Sales Manager, US

## Scope of the role

### Key Responsibilities

Coalition administration and Pipeline support

- Supporting Emergent's account management process, ensuring account leads are equipped for regular check-ins with coalition participants and that these discussions feed into Emergent's overall strategy
- Supporting Emergent's transaction's team by managing contract information across companies
- Managing Emergent's Customer Relationship Management software (CRM), ensuring the database is up to date and that customer-facing staff are knowledgeable in logging meetings
- Follows up on planned and outstanding customer requests that span a wide array of needs, orchestrating responses from team experts within and outside of Emergent
- Engaging with external vendors to populate the CRM system with additional companies and contacts
- Manage Emergent's content management and contact systems including SharePoint, Datasite, and Microsoft 365, making it intuitive for Emergent team members to find LEAF materials
- Managing sales materials and ensuring account managers are equipped to engage with companies
- Generating reports on how Emergent is progressing against its sales goals
- Circulating regular follow-ups to all LEAF participants and NGO partners





## POSITION

## About You

**Essential attributes:**

The ideal candidate has 3-5+ years' experience in civil society and the private sector, including business development and supporting complex sales.

Mastery of CRM software and digital marketing tools and channels (e.g., LinkedIn, Twitter)

Strong analytical and project management skills and strategic mindset, with ability to orchestrate stakeholder decision making moments

Understands and applies the tenets of sound project management; thrives in leading and contributing to disciplined projects

Detailed oriented and able to independently manage complex projects across teams

**Education and Experience:**

Bachelor's degree in relevant field

Mastery of lead management software and the CRM process

Experience with working with or for a start-up a plus

Proficient in Microsoft Office (Outlook, Word, Excel, and Power Point) and Adobe Acrobat (or equivalent)

**Location: New York or Miami; other locations in the US EST/CST zones considered**

# Coalition Sales Manager, US



## POSITION

## About Emergent

# Coalition Sales Manager, US

Forests are crucial to all life on Earth.

They capture and store carbon and are one of the most promising, large-scale, and cost-effective opportunities to combat climate change. Rainforests also sustain rainfalls, food supply, vital ecosystems, and livelihoods for over a billion people. Protecting them is not just a moral imperative, it is essential for a stable, prosperous, and sustainable future for us all. As the COVID-19 crisis highlights, we live in a fragile and interconnected world where sustainability cannot be taken for granted.

There is increasing recognition of the urgency of climate change.

The Paris Agreement in 2015 committed governments to keep the increase in global average temperature to well below 2 °C above pre-industrial levels. 760 major corporations have committed to climate neutrality, and over 40 countries have implemented some form of carbon pricing scheme. After two decades of putting necessary, effective, high integrity standards and market mechanisms in place, The Emergent Forest Finance Accelerator (“Emergent”) has the historic opportunity to channel this momentum to solving the deforestation crisis.

Emergent helps safeguard the world’s tropical forests by building a global market for forest carbon credits.

Countries generate these credits by reducing deforestation and tropical deforestation (called “REDD+”). For forest countries, Emergent provides a guaranteed source of demand by facilitating access to a range of high-volume buyers, backed by a purchase guarantee from donors, giving countries the certainty need-ed to make investments in forest protection and chart a new course. For buyers, Emergent provides access to the highest-quality REDD+ credits, enabling them to meet their climate neutrality goals.



Sillman Thomas have partnered  
with Emergent as their  
managing search consultant



Sillman Thomas are a specialist executive search firm dedicated to building a more inclusive and sustainable economy. Operating internationally from our offices in London and New York, we have a focus on ESG and Impact in our work with the finance, technology and business communities across EMEA, Americas and Asia Pacific.

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#### POSITION

## How To Apply

#### EMAIL

[emergent@sillmanthomas.com](mailto:emergent@sillmanthomas.com)

Please contact Sillman Thomas before the 22<sup>nd</sup> April 2022 to express your interest in this opportunity. We will reply to all interested candidates.

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*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.*

