



ABOUT



Position Overview: VP of Partnerships

Emergent channels finance from public and private sector organisations to support reductions in deforestation at scale. At its heart, Emergent is a market intermediary, a commercial-oriented non-profit which sources high-integrity carbon credits from tropical forest countries and makes them available to buyers. Emergent sits at the heart of a vibrant ecosystem of partners, including Fortune 500 companies and the associations to which they belong, UN agencies, and leading NGOs. The VP of Partnerships will bring together these allies - and forge ties with new ones - to support both the demand and supply sides of the business in three key ways:

- Shaping the corporate sustainability narrative to rally companies to support forest protection
- Organizing indirect (partner-led) corporate recruitment, including engaging with various industry trade associations
- Coordinating with partners which engage tropical forest countries

The VP of Partnerships will play a crucial role in establishing widespread confidence in and advocacy for the jurisdictional approach to REDD+ crediting. There is enormous momentum out of COP26 for forest protection. It is crucial to impel companies to continue to raise their climate ambition, and go beyond internal reductions to provide financial support for forest protections. Through partners, the VP of Partnership will ensure that forest protection is seen as a top priority for companies looking to be sustainability leaders. The VP of Partnerships will work closely with Emergent's business development team to understand barriers to corporate recruitment and overcoming them with thought leadership developed and disseminated through partners.



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Additionally, the VP of Partnerships will ensure that partners are equipped to recruit companies on Emergent's behalf. This will include simplifying Emergent's business development materials, along with coordinating an overall partner recruitment process. The VP Partnerships will also pioneer and deepen trade association partnerships (e.g. World Economic Forum), conducting outreach understanding their needs and tailoring messaging to make Emergent relevant to their goals.

Finally, the VP of Partnerships will work with Emergent's supply-facing partners. This will include coordinating alignment across Emergent's supply team and organizations like the UN-REDD Programme, the Environmental Defense Fund, or the Architecture for REDD+ Transactions which play key roles in supporting and issuing reductions in deforestation.

The ideal candidate has 7+ years' experience in civil society and the private sector, including sustainability policy development and thought leadership and building partnerships with companies. Candidates should understand the global climate framework, including the Paris Agreement, REDD+, preferably including carbon markets and Article 6 negotiations.

To be successful in this role, the candidate should have proven experience in managing complex sustainability association, trade association, chambers of commerce, and NGO stakeholder relationships.

. The VP of Partnerships will sit across both Emergent's demand, supply, and marketing teams, and be driven by the same commercial objectives of those business units (e.g. generating audience insights and creating aligned messaging), activating Emergent's partners to accomplish them. The VP will need to remain tightly focused on Emergent's business goals and be judicious in cultivating relationships with only those partners best able to help support. In a sense, the VP of Partnerships will act as an account manager for Emergent's sustainability and trade association partners, as well as its NGO relationships.



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The VP of Partnerships will report directly to the Chief Commercial Officer and maintain a dotted line into the Head of Marketing and will play a significant role in shaping Emergent's strategic planning and the realization of its flagship initiatives. These include the public- and private-sector LEAF Coalition, the NGO- and civil society-led Green Gigaton Challenge, and other coalitions formed in the future. Emergent is a start-up environment, global in nature, and candidates should be accustomed to working the hours required to bring about true change for

Responsibilities

Partner Coordination

- Manage partnerships with sustainability and trade associations, as well as NGO stakeholders to deliver on Emergent's vision while mitigating risks and ensuring the ongoing integrity of Emergent's activities. This may include regular 1:1 or group partner check-ins, managing trackers or distribution lists, and overall ensuring that Emergent's NGO partners are effectively engaged.
- Develop strategies for various external stakeholders, mapping them to Emergent's core objectives
- Collaborate across the demand, supply, and marketing teams, helping accomplish their goals by using leverage from Emergent's partner
- Lead efforts to advise, prepare and channel external insights into Emergent's thought leadership efforts that are increasingly co-created in tandem with strategic partners and LEAF participants

Partners Recruitment

- Map the relative positions of stakeholders including key insights that reveal degrees of alignment, friction and support for influencing the J-REDD+ narrative, recruiting additional donor government and/or private sector commitments, and ability to enable jurisdictional capacity.
- Research and prioritize environmental and development NGOs, trade associations, think tanks, convening organizations, and UN private sector mechanisms who may play a role in bolstering private and public sector demand and supply for jurisdictional REDD+ emissions reductions. Build on the work conducted on Technical Assistance Mapping for forest jurisdictions, and prioritize possible partnerships.



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- Lead efforts to mobilize and secure resources and commitments from global institutions and associations to advance the jurisdictional REDD+ agenda including the fostering of pro-REDD+ narratives, indirect partner-enabled private sector recruitment, and forest jurisdiction enablement
- Detail and benchmark the deforestation and carbon policies of current and potential partners with an aim to reveal those most likely to partner with on advancing the J-REDD+ agenda and recruiting additional private sector investment

Strategic Planning

- Participate in the quarterly and annual planning of the company's objectives
- Map out the relevant NGO and trade association conferences, events, policy updates where attendance, speaking opportunities and social media responses are required or advantageous
- Support the VPs of Business Development and Head of Marketing in mapping carbon market/sustainability trends with a view to developing new services, products, and distribution channels
- Identify partnership opportunities with organizations that may support the achievement of the Supply team's strategic goals (e.g. Technical Assistance)
- Identify and summarize competitor partnerships and shifting customer expectations with a view on further developing Emergent's partnership-led selling propositions and differentiators



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Requirements of the Role

VP Partnerships

Essential Attributes

- Deep knowledge and understanding of NGO governance and ecosystems and a proven track record on developing and implementing transformational partnerships within NGO and trade association ecosystems
- Regimented approach to sizing up commercial and policy formation opportunities, plotting key influences and influencers, and summarizing key talking points for a wide variety of engagements
- Visionary leader with ability to challenge and shape the status quo thinking on global deforestation policy and partnership value creation
- Strong strategic mindset, analytical skills and capability of defining impactful strategies with valuable partnerships that generate significant impact in public and private spheres
- High level of practiced stakeholder influence and the demonstrated ability to create global action through collaboration
- Thriving with complexity and demonstrated ability to manage ambiguity and uncertainties and steering internal/external teams in nonroutine environments, globally
- A genuine team player that possesses an agile approach to meeting the team's evolving needs across multiple disciplines with which she/he will support
- Knowledge of corporate carbon accounting and offset standards a plus



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Education and Experience:

- University degree, ideally at a Master's level or higher, in a sustainability-related field
- 7+ years of experience with NGOs and sector/trade associations in advocating and activating key stakeholders from within NGO and associations. The ideal candidate would have spent several years directly engaging with the private sector.
- Demonstrated ability to implement strategies in complex global environments and alongside corporate partners associated with relevant NGOs and trade associations
- Demonstrated ability to curate thought leadership that combines business acumen with complex policy development in a way that leverages strong diplomatic ties and consensus-based decision-making processes
- Demonstrated ability on thought leadership to influence chairpersons, boards and bodies, expressing complex issues simply, in oral and written form
- Experience in the recruitment of NGOs, trade associations and corporations to a cause
- Experience managing networks of partners, including running calls, scheduling check-ins, and using technology to coordinate partners (e.g. CRMs and / or project management software)
- Experience with working with or for a start-up a plus
- English fluency required; French, Portuguese, Spanish or Bahasa a plus
- Proficient in Microsoft Office (Outlook, Word, Excel, and Power Point) and Adobe Acrobat (or equivalent)



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About Emergent

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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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How To Apply

EMAIL

emergent@sillmanthomas.com

Please contact Sillman Thomas before the 22nd April 2022 to express your interest in this opportunity. Applicants must have work authorization in the United States or European Union. We will reply to all interested candidates. Please include your cover letter and resume as a single PDF document when applying.

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.

