

BUSINESS DEVELOPER CLIMATE PROJECTS

OUR COMPANY

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.

We have a job opportunity for the position of a Business Developer Climate Projects for 32-36 hours/week



JOB DESCRIPTION

- Development of impactful climate projects in developing countries in the clean cooking sector. These projects not only generate climate impact (carbon emission reduction), but also other SDG impact. You develop these project into business propositions for our clients
- Business models can be 100% commercial and/or partially grant based (e.g., Result Based Finance). Propositions focus on mitigation and/or adaptation and other SDGs like clean cooking, women empowerment, sustainable landscape development and health.
- Pitch, test and implement the business proposition jointly with selected partners to clients, finance networks, institutions, and foundations.
- Coordinate and implement Gold Standard and Fairtrade certification in current and future climate projects.
- Generate and disseminate up to date knowledge on climate financing and carbon market developments.
- Provide input to clients e.g., on footprints and carbon reduction strategies.

WE SEEK

- A hands-on professional with strong financial and analytical skills.
- A relevant education (MA) in Economics or Business Administration and/or Environmental Science or Development Studies, preferably at academic level.
- At least 3-5 years of experience in business development and proposition development in an international context, preferably focussed on climate resilience and/or carbon related in developing countries.
- Knowledge of voluntary carbon markets and different carbon standards (e.g., Gold Standard, PoA's/CPA's) and interest in the Fairtrade Climate Standard.
- Work experience with local partners in developing countries.
- Good networking skills and entrepreneurial attitude, ready to pioneer and pitch new business propositions and bring business concepts to the market.
- Excellent language skills in Dutch and English. French is appreciated.
- **Your place of residence is The Netherlands**

WE OFFER

- An impactful and entrepreneurial position with the opportunity to develop new projects and business concepts.
- Opportunity to travel and explore potential business models in the FCF pipeline and to pilot new ideas within the Fairtrade network.
- Salary is between EUR 2,830 and EUR 3,850 for 36 hours/week and based on experience (scale 10 or 11). This salary is exclusive of holiday and end of year allowances. Office in Utrecht.

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) or Fund Manager Gert Crielaard (+31 6 506 573 58 or email: crielaard@fairclimatefund.nl).

You can send your written application and resume to info@fairclimatefund.nl until **26 February 2023** citing "Application Business Developer Climate Projects + your name". Interviews will take place on **6 March 2023**.