



## APPLICATIONS

If you are interested in this position and want to work in a flexible work environment, with a young and dynamic team and a lot of space for your own ideas, please send your full application documents in English and in **one** PDF file to:

***applications@  
perspectives.cc***

Evaluations of applications will be done on a rolling basis.

## Business development manager and Lead Consultant “Carbon Market Mechanism - public” (m/f/d) Full-time

**Hamburg / Freiburg (Germany) or remote**

Help unlock the next generation of greenhouse gas mitigation technologies through carbon markets!

Perspectives is looking for a dedicated Business development manager and Lead Consultant “Carbon Market Mechanisms” who is passionate about leading a team of experts while personally managing a selection of trail-blazing carbon market initiatives and enjoys interaction with mainly public but also private clients to build long-term relationships.

Perspectives provides globally leading research and consultancy services on international carbon markets and climate policy. We are a group of companies located in Freiburg (Germany), Hamburg (Germany) and Valencia (Spain) - plus local representations in Austria, Switzerland, Italy, and Finland. Our international team consults the private and public sector all over the world. We are globally recognised for our outstanding contributions to the establishment and advancement of international carbon markets. Perspectives shapes and provides first-rate advice on the development of new international carbon markets under the Paris Agreement (Article 6), the Voluntary Carbon Market (VCM) and other schemes. We believe that market instruments can play a vital role in facilitating market penetration of modern zero- or low- carbon technologies such as green hydrogen. Perspectives is currently launching a green hydrogen initiative for carbon markets. Besides, Perspectives is strongly engaged in research of environmentally sound negative emission technologies (NETs). We strive for environmental integrity and believe that economic efficiency is key for successful climate policy instruments.

## YOUR ROLE IN SHORT

As our Business development manager and Lead consultant “Carbon Market Mechanisms” - focussing on public sector clients, depending on your background, networks and skills-, i.e. leading business development, coordinating proposal development and project work, planning capacities and taking HR responsibility for a core team of 5-6 experts. In addition, you will serve as a senior key resource person, provide guidance to colleagues, manage projects, and work inside project teams using your strong technical expertise to successfully develop workable regulatory frameworks and ambitious while pragmatic climate policies.

## WE OFFER...

...an exciting possibility to help achieving transformation of global energy structures to low-/zero carbon design. You will get the opportunity to be part of a growing international team - a highly motivated group of young and experienced professionals sharing a joint vision of a greener future and a lot of positive spirit - working hand in hand with our management and bringing in own ideas and visions.

You will work in a flexible environment with Perspectives offering a lot of amenities – such as flexible working hours, option to work from home, and a competitive salary. All permanent staff qualifies for participation in the company's bonus scheme.

Work location: Perspectives' offices in Hamburg-Pinneberg or Freiburg (preferred). Remote work is also possible.

Full- or part-time (at least 75%).

Start date is as soon as possible. Deviating timelines can be discussed in the job interview.

### **Attractive remuneration.**

A valid EU work permit is a prerequisite for this position.

Perspectives is an equal opportunity employer and thus encourages male, female and other applications.

## YOUR RESPONSIBILITIES

- Leading the business field Carbon Market Mechanism, including planning and budgeting of the BF, developing and implementing the BF's outreach strategy, and managing the core team of the BF including capacity planning - all in close collaboration with and support from management.
- Interacting with clients, both related to sales/new business development and project work
- Representing the company at international conferences and meetings
- Providing technical expertise and deliverables to various carbon market projects and providing guidance to our highly
- motivated project teams in delivering project outputs and in interacting with clients. Typical topics include:
  - Studies on Art. 6 / CDM-transition, carbon market design, voluntary carbon markets, capacity building, etc.
  - Build and apply robust national, sectoral, and project-specific GHG emission reduction calculation models - for various project types and sectors
  - Assessing feasibility and navigate participation requirements of various carbon market standards and activity types and provide related advisory services to clients interested to engage in international and national carbon markets
  - Developing MRV frameworks at the international, national, sectoral and project-level
  - Assignments related to Nationally Determined Contributions and LEDS.
- Independent written input into and quality control of your team's deliverables for ensuring highest professional standards;
- Autonomously manage projects and project teams
- Present results to clients and international audiences, and justify outcomes/findings
- Support business development and sales with technical expertise

## YOUR PROFILE

- Dedicated and experienced professional with high ecological ambition, enthusiastic about developing new business ideas and projects and about taking responsibility for a key business field and leading a team of young experts.
- Master's degree related to environmental engineering, environmental economics and similar.
- Minimum of 10 years of professional experience in the field of international climate policy and carbon markets;
- Previous experience in working on Art. 6, CDM, VCM, NDCs, and climate policy research;
- Proven ability to manage projects autonomously, including client communication/management;
- Strong desire in moving things forward and bringing in own ideas;
- Fast solution-orientated thinker with an ability to articulate concepts clearly in writing and orally
- Proven ability to lead diverse teams, guide junior colleagues and help them grow professionally.
- Excellent presentation skills
- Willingness to travel internationally (once Covid pandemic allows doing so safely);
- Proficient user of Power Point and Word; outstanding Excel skills
- Full working proficiency in English is a must; French, Spanish and German are considered a plus