

## Project Origination Associate, Nature-based Solutions (NBS)

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Company: Terra Global

Location: Colombia

Category: computer-and-mathematical

## Project Origination Associate, Nature-based Solutions (NBS)

Term:

Full-Time – Employee or Consultant (depending on location)

Location:

Remote

Position Responsibilities

Terra Global is seeking a Project Origination, Associate. You will be responsible for identifying, screening, and determining the carbon eligibility of leads for nature-based solutions (NBS) carbon projects and programs. You will work closely with Global Lead for Project Partner Sourcing as well as the investment team to secure new projects which are eligible for Climate Finance from Terra Global and which can deliver multiple benefits. You will work collaboratively with the Terra Global technical team to support the carbon eligibility assessment. Projects will come from developing and emerging countries around the world and include projects and jurisdictional programs that reduce emissions from deforestation and degradation (REDD+), improve forest management, support afforestation/reforestation, establish agroforestry systems, promote climate smart agriculture, and install rural energy efficiency (fuel-efficient cookstoves, solar energy, water filters) to produce verified emission reductions and/or removals.

### **Responsibilities :**

Systematically originate/source, vet and qualify leads to bring in financially viable NBS

carbon projects

Conduct initial carbon eligibility screening of projects sourced by assessing land use change, deforestation rates, land tenure, sub-national and national regulations and others

Refine screening and eligibility criteria and present screened projects to internal decision makers

Conduct research on relevant leads with project developers and project owners

Support with the tracking of ongoing/new climate programs financed by multilateral donors in priority countries

Help manage and maintain Terra Global's existing pipeline sourcing data on Salesforce, ensuring that information on project leads and opportunities are continuously recorded

Sign projects and programs to work with Terra Global to build Investment Readiness and receive a potential Climate Finance investment

Support coordination and collaboration with the technical and investment teams

Create/expand sourcing materials that are targeted to the geographies and target project types and partners

Tailor/Adjust sourcing agreements and negotiate terms with project partners

Generate leads from existing projects in Terra Global's portfolio

Establish contact with new organizations that manage projects on the ground which could have carbon value

Undertake proactive networking with prospective organizations, governments, and NGOs

Attend relevant gatherings and conferences to expand that network

Support the development of a global sourcing strategy that leverages multiple channels

Review applications to the Terra Global RFP and develop new tools that can improve

## **Company Summary**

Founded in 2006, Terra Global is a women-led, for-profit social enterprise. Terra Global's mission is to facilitate financially, socially, and environmentally sustainable landscapes globally, with specific focus on emerging and developing markets. Terra Global is a world leader in the development of sustainable agriculture and forestry programs and projects, the quantification of greenhouse gases in land use, and the provision of technical assistance and investment capital to our client base through a collaborative and innovative approach. Leveraging its global experience in generating positive social and environmental outcomes, Terra Global manages a portfolio of sustainable landscape projects in collaboration with governments, NGOs, and communities. These projects are financed through climate finance. With direct project experience in over 30 countries, Terra Global has designed and supported the implementation of REDD+ and other sustainable landscape programs.

## **Essential Skills and Qualifications**

The candidate must have knowledge of climate finance transactions for projects and programs in developing and emerging economies, and the following qualifications and skills:

3-6 years professional experience in the field of carbon markets, environmental project assessment or equivalent

At minimum, a Bachelor's degree in Environmental Sciences, Economics, Sustainability Management or carbon related fields

Strong capability to research climate, forestry and policy data to build high quality documents, from diverse sources and support project screening and decision-making

Ability to analyse multiple sources of information and translate those into clear deliverables

Existing network in the NBS sector (i.e. connections with VVBs, private sector, multilateral donors, Community Associations, Forestry Conservation and Regeneration NGOs, etc).

Network with local NBS entities in South-East Asia, LATAM and Africa are desirable.

Experience in engaging with external stakeholders and governmental entities

Comfortable networking, traveling and communicating Terra's mission in meetings and conferences.

Outstanding ability to follow-up with project partners and initiate contact with potential leads

Proven experience in client management, business development, and marketing to local entities

Excellent presentation, negotiation skills and command of English

Knowledge of and experience with emission reduction/removal project-based carbon standards, technologies, and project development processes

Preferred, working knowledge of French, Spanish and/or Portuguese

Exceptionally computer literate and complete mastery of Microsoft 365, including Outlook, Microsoft Excel, Word and Power Point and remote collaboration tools (i.e. One drive, Canva, Miro and others)

Experience with Salesforce and lead management

Experience with elaborating grants applications and tracking potential grants opportunities from multilateral donors and climate finance instruments

Able to work collaboratively in a team environment while self-managing deliverables

Understanding of cultural sensitivities associated with working with local partners and communities

Self-motivated, pro-active, driven by a desire to learn and values that align with Terra Global's mission and values

Ability to work flexibly across time zones in a global, remote team

Comfortable with joining a multicultural, gender neutral and interdisciplinary team

Seeking a work-culture that is nimble, purpose driven and value collaboration to deliver high-quality results

## What We Offer

**“17 Years of Passion and Persistence for People and the Planet”** Work for a successful, mission driven social enterprise that is an industry leader in facilitating financially, socially, and environmentally sustainable landscapes in developing and emerging economies

**Professional Growth:** thrive on the opportunity to learn through training and development with dedicated professionals working from different countries around the world

**Collaboration:** join a great team atmosphere and a corporate culture based on mutual respect, partnerships, flat reporting structures and the opportunity to work from home

### Compensation

\$65,000 - \$85,000 base per year, commensurate with qualifications and location.

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