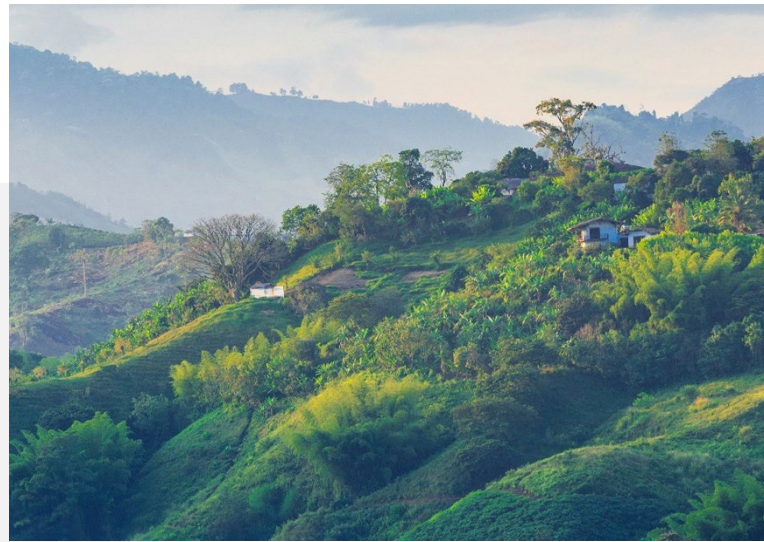


FORLIANCE initiates, finances, creates and manages robust nature-based climate projects and integrates them into sustainability strategies with our clients to achieve their Net Zero Carbon targets. Together with our global partners, and our 40+ team members in ten countries, we strive to create intact forests and ecosystems that positively impact our climate, biodiversity and human well-being. We offer companies effective solutions for climate protection by developing individual climate protection strategies.



For the development of our climate action activities in Mexico we are looking for a

Business Development Manager

YOUR TASKS:

- Representation of FORLIANCE towards all relevant stakeholders in Mexico
- Business plan adaptation and development, including strategy design, cost calculation and financial projections
- Responsible for initiation, coordination and implementation of nature-based carbon projects
- Developing business opportunities and coordinating the acquisition of corporate partners to support the domestic carbon projects
- Building and coordinating the FORLIANCE team in Mexico
- Independent preparation and follow-up of concepts, presentations, decision papers and reports
- Supporting assigned client projects

YOUR PROFILE:

- Degree in Business Administration, Sustainable Management, Natural Resources or similar
- At least 3 years' experience in a comparable business development role, preferably including direct collaboration with relevant corporate, public and community stakeholders in Mexico
- Proven ability to deliver results with a high level of self-reliance
- Sound understanding of environmental values
- Excellent verbal and written Spanish as well as English
- Very confident in working in a dynamic, international environment
- Technical affinity and analytical skills in carbon certification systems beneficial, but not obligatory

This is a full-time position. Workplace is in a remote setting in Mexico, preferably Yucatan, Quintana Roo, Campeche or Tabasco. Starting date as soon as possible. We look forward to receiving your application in English with CV, a description of your expertise and your salary expectation to

jobs@forliance.com

Application deadline: 1st May 2022



Uschi Dellian
Manager HR & Office



WHAT WE OFFER:

- Collaboration in an international interdisciplinary and dynamic team
- Exciting field of work at the interface between business and climate protection
- A casual work environment with impact
- A comprehensive introduction to our team and processes while providing the space to develop your own solutions – new ideas are expressly welcome
- Regular training and capacity building

OUR MISSION:

We let values **GROW**:

- we grow well financed, managed and monitored forests and ecosystems
- we grow long-term alliances with project stakeholders and clients
- we grow financial mechanisms and payment for ecosystem services to scale and improve projects
- we grow transparency and traceability through robust carbon standards, digital solutions, and earth observation technologies
- we grow the competency of our team by trainings, education and onboarding world leading experts

We create positive impact on our **CLIMATE**:

- we partner with implementation organizations, international investors and development banks to develop the most robust climate projects
- we help industry clients to account and manage their greenhouse emissions
- we monitor, report and verify impact and results of performance indicators
- we create climate solutions that are based on scientific research
- we initiate transformation to fight climate change and to achieve carbon targets.

We take **ACTION**:

- we mobilize finance for ecosystem services and develop new integrated value chains together with local stakeholders
- we use nature to build robust and proven carbon sinks by applying internationally recognized carbon standards and methodologies
- we turn carbon reduction plans into concrete action, and projects
- we think new ways and combine proven nature-based solutions with innovative financial mechanisms and state-of-the-art technology
- we unlock new climate action project types and promote developing of new methodologies for carbon sinks