

Employer: Blue Earth Consultants, LLC

Title: Director –Impact Investing, ROI, Valuation, Natural Resource Economics, Sustainable and Conservation Finance Specialist

Are you passionate about conservation and sustainable resource management? Do you enjoy working on innovative, cutting-edge projects? Do you possess the ability to address high-level strategic questions with leaders in government, business, philanthropic, and nonprofit sectors? Are you exceptionally organized and can manage several projects in an agile work environment? Are you someone with diverse talents and a can-do attitude who wants to develop clients and projects in your areas of interest and help a company grow as a leader in its field? If you are looking for an exciting opportunity to join a dynamic work environment with global ambitions and a desire to save the planet, we are looking for you!

Blue Earth Consultants, LLC, is a boutique consulting firm that specializes in developing sustainable solutions for complex, multi-faceted white water to blue water ecosystems and issues. We work with leaders in the business, nonprofit, philanthropic, academic, and government sectors to help improve resource management and sustainable practices around the world. Our firm engages in strategic planning and institutional design, funding and financing framework design, monitoring, evaluation, and learning, partnership engagement and development, research and analysis, science integration, and the implementation of sustainable management measures. We provide clients with innovative and practical tools and strategies to enhance resource management, sustainable practices, and environmental and social resiliency. We assist in the creation of institutions, programs, and projects that realize significant returns for the environment and social welfare. Our firm prides itself on tailoring each project to our clients' needs and delivering the highest quality, solutions-oriented products in a timely, strategic, and professional manner. Our clients are our top priority. The firm has extensive expertise in designing solutions for clients working to improve California and the U.S. West Coast's coastal and ocean health, as well as significant international experience South Asia and the Pacific, and Mexico and the Wider Caribbean.

Since its establishment in 2005, Blue Earth Consultants has expanded its portfolio to more than 100 projects. With a strong expertise in our core services areas and a wide array of clients across sectors, we are now seeking an individual with a complementary skill set to help us serve a wider clientele and deepen our ability to innovate and catalyze sophisticated environmental and social solutions.

The ideal candidate has outstanding leadership and business development skills and the desire to help grow our firm and team, with a goal of becoming a Principal. He/She flourishes in a collaborative, solutions-oriented, and nimble working environment and thrives in a position with wide variety in clients, projects, and job responsibilities.

Primary Responsibilities

The main duties of the Director include, but are not limited to:

Business Development

- Growing and managing a practice and team under your area of expertise
- Developing and achieving financial and business development targets
- Cultivating new business and project opportunities
- Developing and implementing of winning proposal strategies

Client Work

- Performing practice area oversight (including scoping and budgeting)
- Performing project and team oversight within practice area as required for successful completion of each project and providing support to other projects
- Performing QA/QC to ensure that the quality of deliverable is of the consistently high standard necessary to obtain and maintain Blue Earth Consultants' recognition as a firm of choice
- Performing research and writing for client deliverables
- Presenting project findings and/or performing technical facilitation to various stakeholder groups, both informally and formally

Staff Development and Management

- Managing and developing junior- and mid-level staff through mentorship
- Demonstrating firm leadership and upholding Blue Earth Consultants' core values

QualificationsSkills and Attributes

- Expertise in impact investing, social and environmental return on investment, natural resources economics, natural capital/ecosystem services valuation, development of quantitative/analytical methods and tools for sustainable management, and implementation of innovative natural resource solutions
- Experience developing and managing a practice area, business development and team
- Exceptional project management and organizational capabilities
- Proficiency at managing multiple projects with tight and often competing deadlines
- Possession of a methodical, analytical, strategic, diligent, and creative approach to problem solving and decision-making
- Ability to produce products in a timely fashion through collaborative processes and to work effectively with diverse partners from public and private institutions
- The ability to distill critical information from diverse and detailed sources across disciplines and to translate that information between technical experts and non-technical audiences
- Strong personal commitment to realizing the mission, and adhering to the values of Blue Earth Consultants
- The unshakeable ability to maintain neutrality and objectivity for clients and stakeholder projects, and in the interest of facilitating the meeting of minds with divergent motivations
- Unwavering commitment to strong personal and business ethics
- High sense of professionalism, maturity, and discretion as appropriate to the nature and sensitivity of our clients and projects
- Ability to manage sensitive and proprietary information with discretion and confidentiality

- Excellent written, verbal, and presentation skills

Knowledge and Experience

- Interdisciplinary training in business, economics, finance, and resource conservation and management. MBA with at least 10-15 years relevant experience or PhD with at least 8-12 years relevant experience
- Solid understanding of natural resource issues and solutions
- Extensive experience with the private sector, natural capital/ecosystem services, impact investing, social and environmental return on investment, identification and selection of financial frameworks and tools to optimize outcomes for all stakeholders
- Ability and practice developing methods and tools for sustainable management to provide frameworks for practicable solutions to sensitive issues
- Experience managing programs, contractors, and facilitating groups
- Well-developed network to leverage as new client prospects in the private, philanthropic, government, and/or NGO sector related to this position area of focus
- Experience with identifying sources of and obtaining funding for projects or programs
- Experience balancing and delivering on multiple projects
- Excellent skills working with Microsoft Office applications (Excel, PowerPoint, Word)
- Consulting experience a strong plus
- Spanish a plus for our overseas projects

Location:

The position is based in the Blue Earth Consultants offices near Jack London Square in Oakland, California. Some travel within California, elsewhere in the U.S., and abroad will be required.

Start Date:

The position will remain open until a suitable applicant is found.

Blue Earth Consultants:

Blue Earth Consultants is an equal opportunity employer. Our employee compensation and benefits package includes health insurance, commuter checks, 401k, paid holidays/time off, and potential for bonuses. The employee relationship between the employee and Blue Earth Consultants is an At Will relationship.

- Compensation: DOE
- Principals only. Recruiters, please do not contact this job poster.
- Please, no phone calls about this job!
- Please do not contact job poster about other services, products or commercial interests.

Application:

Send Resume, writing sample, salary expectations, and 3 references to jaan@blueearthconsultants.com , no calls please.