

JOB DESCRIPTION

JOB DETAILS:

**Job Title: Senior Client Manager,
Forestry & Land Use**

Reports To: US Country Director

Location: US ,New York

Date: May 2009

JOB PURPOSE:

Responsible for developing and leveraging relationships with intermediaries to source and then managing a portfolio of emission reduction projects generated from the forestry and land use sectors in North America.

This role will also be responsible for evaluating, structuring and executing deals relating to forestry.

KEY RESULTS AREAS:

- To develop and manage EcoSecurities' forestry and land use strategy and project activity in North America. It is expected this will include, re/af-forestation, management, and avoided deforestation and/or conversion.
- Originate and develop a portfolio of high quality emission reduction credits from North American based projects in the forestry, land use, and related sectors (including biofuels, agriculture, et.al.) through leveraging relationships with both direct clients and with intermediaries.
- Provide implementation guidance on relevant methodological alternatives for the quantification and registration of forestry and land use offsets.
- Work with EcoSecurities' internal functional units to identify new opportunities in which EcoSecurities' global platform and emissions businesses can be utilized to serve the needs of our US customer base.
- Work with the Commercialization team to assess and identify demand for forestry and land use offsets and structure transactions from this portfolio.
- Track and provide input into the definition of relevant regulatory and policy developments including CAR, VCS, Federal and others.
- Work with EcoSecurities' policy team to develop and communicate key messages and desired outcomes on various US policy developments

KNOWLEDGE SKILLS, QUALIFICATIONS & EXPERIENCE:

- An extensive network of relationships either in for-profit or non-profit
- Experience in evaluating, structuring and executing deals related to forestry
- Technical knowledge of forest carbon dynamics, the interactions of the 5 major pools, ability to understand stand tables, growth profiles, rotation options, etc. is required
- Experience with US forest industry, particularly industrial forestry applications
- Knowledge of both state and federal policy and key engagements within the industry
- Experience with actual carbon forestry projects ranging from writing PDDs, contracts, and running projects and/or validator/verifier experience is a plus
- Understanding of key methodology issues in forestry (CDM, VCS, CAR, CCX)
- Contacts within forest industry a major plus
- Ideally a Graduate with a degree in natural resources, forestry, environmental policy and mitigation, or relevant field; 5-8 years experience

- Must possess excellent written and verbal skills
- Good negotiation skills
- Drive and ambition

COMPETENCIES	
Core Competencies	Additional Competencies Required
<p>Achievement Drive Making active attempts to achieve goals, being self-motivated and taking action to ensure objectives are met or exceeded</p> <p>Technical/Professional Knowledge and Experience Demonstrating excellent technical and professional skills/knowledge in job-related areas.</p> <p>Communication/Interpersonal The ability to interact effectively with others, overcome barriers to gain understanding whilst portraying a professional image. Creating a positive atmosphere. Engaging stakeholders effectively.</p>	<p>Negotiation and influencing Persuades others; builds consensus through give and take; gains cooperation from others to obtain information and accomplish goals.</p> <p>Project Management The ability to effectively manage a project from commencement to completion ensuring tasks and resources are coordinated effectively to achieve deadlines.</p> <p>Relationship building Has the ability to build (complex) relationships with key stakeholders to develop win/win relationships</p>

COMMUNICATION & WORKING RELATIONSHIPS

To work directly with the US Country Director to execute company strategy prioritizing quality projects within the sector of Forestry. Working closely with both the Implementation and Commercialisation teams to ensure the projects are handled appropriately from beginning to end. Direct contact with clients on sourced projects and with Government & Regulatory Affairs to be prepared to communicate policy developments.

Liaising with other Groups/Teams across the Company

If interested, please forward your CV to [lisa.cohen @ecosecurities.com](mailto:lisa.cohen@ecosecurities.com).

Job Holder's Signature:

Date:

Manager's Signature:

Date: