

# JOB ANNOUNCEMENT



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[www.verra.org](http://www.verra.org)

**Job Title:** Market Development Director

**Location:** Washington, DC

**Start Date:** Immediately

**Reports to:** Verra CEO

Verra seeks a Market Development Director to lead efforts to strengthen demand for the suite of Verra standards by engaging end users and managing a team of professionals dedicated to customer engagement, market development and brand building. The ideal candidate will have expertise in the use and application of standards frameworks as a means of driving investment, the ability to identify and capitalize on customer needs and evolving market trends, and experience developing new opportunities that generate compelling social and environmental value.

This new position will build on past Verra work which has already secured VCS Program recognition in a variety of markets. In compliance carbon markets, the VCS Program supports California's cap-and-trade program, and has been recognized for use under Colombia's innovative carbon tax which allows for the use of carbon credits (including VCUs). The VCS Program is similarly being considered by South Africa as a compliance standard, and is a leading candidate for recognition under the [Carbon Offsetting and Reduction Scheme for International Aviation \(CORSA\)](#). In the voluntary carbon market, the VCS Program has been recognized by initiatives such as [Australia's National Carbon Offset Standard \(NCOS\)](#) and the [International Carbon Reduction and Offsetting Alliance \(ICROA\)](#).

## **About Verra**

Verra supports climate action and sustainable development through the development and management of standards, tools and programs that credibly, transparently and robustly assess environmental and social impacts, and drive funding for sustaining and scaling up these benefits. As a mission-driven, non-profit (NGO) organization, Verra works in any arena where we see a need for clear standards, a role for market-driven mechanisms and an opportunity to achieve environmental and social good.

Verra currently manages a number of global standards frameworks designed to drive finance towards activities that mitigate climate change and promote sustainable development, including the [Verified Carbon Standard \(VCS\) Program](#) and its [Jurisdictional and Nested REDD+](#)

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[framework \(JNR\)](#), the [Verra California Offset Project Registry \(OPR\)](#), and the [Climate, Community & Biodiversity \(CCB\) Standards](#). Verra is also developing new standards frameworks, including the [Sustainable Development Verified Impact Standard \(SD VISTa\)](#) to enable project developers to demonstrate the sustainable development benefits of their projects, and the [Landscape Standard](#) to promote and measure sustainability outcomes across landscapes. Finally, Verra is one of the implementing partners of the [Initiative for Climate Action Transparency \(ICAT\)](#), which helps countries assess the impacts of their climate actions and supports greater transparency, effectiveness, trust and ambition in climate policies worldwide.

### **Job Responsibilities**

The Market Development Director will be responsible for ensuring continued and growing uptake of Verra standards. In particular, the Market Development Director will:

- Establish and nurture relationships with market actors to gather insights, assess trends, and undertake analysis to understand and define the role Verra standards could play in meeting existing and emerging customer and stakeholder needs;
- Design and execute strategies to pursue market opportunities related to existing Verra programs, including compliance and voluntary carbon markets, agricultural sustainability and sustainable development;
- Identify market opportunities that may be addressed by new Verra frameworks;
- As needed, engage with governments and other entities (e.g., International Civil Aviation Organization) developing carbon markets, both compliance and voluntary, to ensure effective recognition and use of the Verra programs;
- Manage a Market Development Team dedicated to developing the market for Verra standards frameworks and to include the Communications Manager, the Customer Outreach Manager and the REDD+ Market Development Manager; and
- Represent Verra in international conferences and events.

### **Qualifications**

We are seeking candidates who excel at **building relationships, developing actionable insights, making strategic decisions**, and **managing teams and partnerships effectively**. You should have:

- A track record of developing and maintaining strong working relationships with and among a diverse group of stakeholders and senior decision makers;
- A demonstrated capacity to gather market intelligence, develop insights and design and implement strategic plans based on that information;
- Experience effectively managing a team of staff, strategic partnerships and budgets;
- At least 10 years of work experience; and
- A willingness to travel.

Knowledge of a foreign language other than English (preferably Spanish), carbon market expertise and an advanced degree would be an asset.

### **How to Apply**

Compensation depends on experience and is highly competitive. Verra offers a very attractive benefits package, including 22-30 days of paid time off plus holidays, retirement contributions, access to flexible savings accounts, and a choice of top-tier health plans. Eligibility to work in the United States (i.e., US citizen or holding current work authorization) is preferred. US work visas will not be sponsored, but remote work may be possible for the right hire.

To apply, please send us the following:

- Cover letter (not to exceed one page); and
- Resume/CV (not to exceed two pages).

All applications should be submitted to Rachel Wallach at [employment@verra.org](mailto:employment@verra.org) and will be considered on a rolling basis.

Verra provides equal opportunity for all job applicants and employees and is committed to providing a work environment free of discrimination. We conduct our recruitment and hiring without regard to race, color, religion, gender identity, sex, sexual orientation, national origin, age, marital status, pregnancy, physical or mental disability, genetics, veteran status, or any other characteristic protected by applicable federal, state, and local law.