

# JOB ANNOUNCEMENT



One Thomas Circle, NW  
Suite 1050  
Washington, DC 20005  
[www.verra.org](http://www.verra.org)

**Job Title:** Market Development Manager  
**Location:** Washington, DC preferred, remote possible  
**Start Date:** Immediately  
**Reports to:** Chief Market Development Officer

A global leader in helping to tackle the world's most intractable environmental challenges, Verra seeks a dynamic Market Development Manager to join its market development team to manage market research, partnership development and outreach to new markets, governments and users of Verra frameworks. The ideal candidate will have significant experience in market research, partnership development and corporate sustainability issues and standards. The Market Development Manager will be focused, organized and analytical, have strong written and verbal communication skills, be a good networker and possess good attention to detail and an ability to work in a fast-paced, results-based environment.

## 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 channel finance towards high-impact activities that mitigate climate change and promote sustainable development.

## Job Responsibilities

The Market Development Manager will play a key role in the market development team, working with a small group to lead analysis of market opportunities and form relationships with key actors for the full range of Verra standards. In particular the Manager will:

- Manage research on new markets and issues related to evolving and emerging carbon markets, sustainable development impacts, plastic waste recovery credits and sustainable landscapes and supply chains.
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- Engage with strategic stakeholders in existing and new markets, including corporates, NGOs, and project developers to identify opportunities, establish and maintain relationships, gather feedback to better position and improve Verra standards as well as promote them.
- Evaluate emerging public policy on a national and international level related to carbon market development and evolution, establish and manage relationships with government actors related to new and emerging markets which could represent demand opportunities for VCS and other Verra frameworks.
- Work closely with the management team for Verra Programs to share feedback and lessons learned from interactions with stakeholders and to recommend program improvements.
- Represent Verra at conferences and industry events, including speaking on panels and other discussion forums.
- Establish and manage contact management and input tracking systems (e.g., CRM system).
- Support additional market development activities and assist with other Verra-related work, as needed.

### Required Qualifications

We are seeking candidates who have **exceptional interpersonal abilities, strong writing skills, expertise in marketing**, are **collaborative team players**, and who have a **passion for addressing sustainable development and environmental challenges from a market-based perspective**.

Candidates for the Market Development Manager position will possess the following qualifications:

- At least 5 years of professional experience in any of the following:
  - Carbon offset project development and policy, ideally related to AFOLU/REDD+ or sustainable landscape management; or,
  - Corporate social responsibility, supply chain procurement or greening, managing corporate use of sustainability standards, reporting and certification (e.g., CDP, GRI, Rainforest Alliance, FSC) or related impact investment; or,
  - Market research or marketing and communications (in a related field).

- A relevant university degree.
- Strong knowledge (through work or academic study) of environmental finance or impact investing, including carbon markets, sustainability standards and impact reporting, plastics and waste recycling or sustainable development finance.
- Solid understanding of climate policy, including related to AFOLU, REDD+ and/or sustainable landscapes.
- Strong relationship management skills, including working with systems to manage and track contacts (including CRM systems).
- Strong project management skills and attention to detail.
- Excellent written and verbal communication skills. Fluency in English is essential.
- Strong organizational skills, including the ability to prioritize and work efficiently and effectively under deadlines.
- Excellent interpersonal and networking skills, including ability to maintain a professional approach and demeanor in high-pressure situations.
- Culturally aware with ability to work well with stakeholders and partners from different countries and cultures.
- Self-starter with an ability to excel in a professional environment with limited supervision.
- Employees based in the US must be eligible to work in the United States (i.e., US citizen or holding current work authorization).

**Preferred Qualifications:**

- Graduate degree in environmental studies/sciences, sustainable development, business, marketing or a related field.
- Study or work experience in developing countries, ideally working with disadvantaged or marginalized communities.
- Fluency in a second language, especially Spanish, Portuguese or French.

**Compensation**

Compensation depends on experience and is highly competitive. Verra has established pay bands that are based on market data for comparable positions for each of its jobs. These bands



express a salary range and provide a reference point for offers to new hires, raises within a job, and for promotions from one job to another. For Verra Manager positions, the salary range is \$68,995 USD - \$92,121 USD.

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.

### **How to Apply**

To apply, please send us the following:

- Cover letter (not to exceed one page)
- 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.