JOB ANNOUNCEMENT

**Job Title:** Senior Manager, LandScale

**Location:** Washington DC, Preferred; other locations may be considered

**Start Date:** Immediate Hire

**Reports to:** LandScale Secretariat

Verra seeks a Senior Manager, LandScale to co-lead strategy and oversee market development for LandScale, in cooperation with a consortium of partners (including Rainforest Alliance (RA), the Climate, Community and Biodiversity Alliance (CCBA) and others). The Senior Manager will lead the below functions, while coordinating closely with RA staff who lead complementary work on other grant funding led by RA, and will collaborate closely with all initiative partners.

The ideal candidate will have strong experience establishing and growing collaborative partnerships and revenue models for new initiatives, significant experience with sustainability standards or programs, and an ability to develop and lead major program components in a self-directed manner while incorporating input from across our internal and external team.

**About Verra**

Verra develops and manages standards that help the private sector, countries, and civil society achieve ambitious sustainable development and climate action goals. Currently, Verra manages the VCS Program and Jurisdictional and Nested REDD+ framework (JNR), Verra’s California Offset Project Registry (OPR), the Climate, Community & Biodiversity Standards (CCBS), and the Sustainable Development Verified Impact Standard (SD VISta). Verra is currently developing standards under the Reduce, Recover and Recycle (3R) Initiative to increase the value of waste plastic and promote its recovery and recycling, and is working with partners on the development of LandScale, an effort to drive sustainability across productive landscapes. Verra’s global standards frameworks serve as linchpins for channeling finance towards high-impact activities that tackle some of the most pressing environmental issues of our day.

**Job Responsibilities**

The Senior Manager, LandScale will be responsible for co-leading LandScale strategy, leading market development and partnerships with potential users, overseeing relevant grant funding, and helping to develop the long-term LandScale business and plan, in cooperation with partners. In particular, the Senior Manager will:

- Co-develop (with RA’s Senior Manager, LandScale) the long-term strategy and milestones for LandScale’s development, launch, and uptake;
• Develop and implement LandScale’s market development strategy, including prioritization of customer segments and refinement of compelling value propositions;

• Collaborate with RA’s Senior Manager as well as the LandScale communications and product leads to ensure that the LandScale product, communications, and marketing effectively address user needs and convey clear value propositions to priority customer segments;

• Develop and oversee an integrated approach for LandScale external relations, including advancing strategic partnerships to strengthen the development and application of LandScale, especially within the financial sector (impact investors, multilaterals and development banks), donors and philanthropies, and NGOs;

• Develop viable revenue models for each core customer segment, in close coordination with product lead to identify key product functionalities to enable revenue generation. Develop LandScale’s overall long-term business plan and revenue model;

• Build a portfolio of early users of LandScale (including “alpha pilots”), help ensure high levels of user satisfaction, test financial and market incentives, and ensure collaboration and cross-learning among early users of LandScale to adaptively improve the product, communicate use cases, and lay a foundation for broader uptake;

• Work with project partners to identify new funding opportunities, develop proposals, and secure additional resources for LandScale development, piloting and implementation;

• Manage and expand LandScale’s Global Partner community to facilitate knowledge exchange, maximize collaboration and stimulate positive engagement;

• Work collaboratively with counterparts at RA and CCBA to oversee the implementation of the grant from Germany’s International Climate Initiative (IKI) including annual work planning, budgeting, grant management, contracting and reporting, and other operational elements and serve as primary liaison with donors where Verra is the prime recipient, including IKI; and

• Manage LandScale staff at Verra, including the product development lead and other staff.

**Required Qualifications**

We are seeking candidates who have excellent project management skills, expertise in global and landscape-scale sustainability issues, excel in written and verbal communication and who are collaborative team players with demonstrated experience in managing complex partner-driven initiatives. You should have:

• Bachelor’s degree in a related field, such as forestry, agriculture, natural resources, environmental management, international development or economics (advanced degree would be an advantage);

• At least 10 years of progressively responsible professional experience, preferably with significant experience working in or with developing countries;
• Significant experience with sustainability standards, certification, programs, and/or tools, such as developing and/or managing these initiatives;

• Deep familiarity with the impact investment, donor and multilateral, and/or philanthropy communities as pertains to their work on land use and sustainability issues;

• Strong understanding of climate change mitigation, adaptation and resilience concepts, SDGs, landscape approaches, commodity supply-chain sustainability initiatives, and climate, development or impact-related finance;

• Strong project management skills and experience with complex multi-organization initiatives, including and with the ability to work independently, be persistent, and manage juggle multiple, often competing priorities;

• Demonstrated ability to strategically manage concurrent projects and relationships, including organizational and planning skills, and the ability to track and communicate progress;

• Positive and professional approach to management and collaboration, including strong facilitation skills, patience with group processes, and ability to guide decision-making groups toward sound consensus-based decisions;

• Experience managing grant-funded projects from large international donors (e.g., IKI, USAID, DFID and/or large foundations);

• Culturally aware with ability to work well with stakeholders and partners from different countries and cultures;

• Willingness to travel domestically and internationally up to 20%

Preferred Qualifications
• Language ability in Spanish, French, Portuguese or Bahasa Indonesia

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.

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)
- Information about other sustainability initiatives or tools you have led or significantly contributed to (this may be provided as links within your cover letter or CV)

All applications should be submitted to Sara Mickens at opportunities@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.