Job Title: Director of Business Development
Ecosystem Services Market Consortium (ESMC) / Ecosystem Services Market Research Consortium (ESMRC)

Location: Flexible/Remote

Position Term: Full Time

About Us: ESMC/ESMRC is a pioneering non-profit, member-based ecosystem services market program. We are also a member-based consortium dedicated to scaling regenerative agricultural systems via voluntary, market-based mechanisms. Our groundbreaking Eco-Harvest program, backed by our advanced measurement, monitoring, reporting, and verification (MMRV) platform, collaborates with a diverse array of agricultural and value chain partners. Our program creates quantified and verified outcomes for carbon sequestration, reduced greenhouse gas emissions, water conservation, and biodiversity. These efforts contribute to global corporate commitments and objectives such as Net Zero targets, SBTi, SBTn, and the SDG2030 goals.

Job Summary: ESMC seeks an experienced Director of Business Development to join our dynamic team. The role will be instrumental in developing and maintaining an updated business plan and engaging in sales and marketing to ensure continued program growth and viability.

Key Responsibilities:
- Develop, maintain and execute a viable business development plan, working with ESMC leadership, that supports ESMC milestones for growth and viability annually and over 5 years (through 2029) and 10 years (through 2034).
- Execute business development outcomes to ensure program growth and viability and scale.
- Develop short, medium & long term plans and strategies to expand and diversify ESMC membership and buyer pool to meet business development goals and financial metrics.
  - Identify targets for membership (i.e., # members, income generation from paid memberships), and estimate and track other income streams (e.g., from sale of credits).
  - Recruit new ESMC members and new corporate supply chain buyers to achieve business development and financial goals.
  - Develop and execute processes to onboard newly recruited members and buyers into ESMC/ESMRC.
  - Oversee the development of Marketing functions in support of program viability and growth.
- Work with Finance Team to track, update and inform ESMC Cost of Goods and Services (COGS) models for completeness and accuracy.
- Develop/Update/Improve Program Descriptions/Documents as possible based on business plan and sales and marketing strategies.
- Inform ESMC program plans and delivery to enable delivery of essential program elements in a timely fashion.

www.ecosystemservicesmarket.org
Work with the ESMC team to accurately document ESMC program and program delivery.
Support development and refinement of contracts needed for program delivery.
Contribute to Project budgeting templates as necessary to reflect the cost of doing business for the organization.

- Collaborate with ESMC’s leadership team in strategic planning and budgeting initiatives and prioritization of organizational activities and resources.
- Ensure business and business development role promotes strong cross-functional coordination, collaboration and communications across ESMC departments/functional areas and teams to promote cohesiveness and continuity of efforts.

**Required Skills & Experience:**
- Bachelor's degree in a related field; Master's degree preferred.
- Minimum of 5 years of experience in business development, sales and/or partnerships.
- Exceptional writing, communication, and presentation skills.
- Proven project management skills, with an ability to manage multiple projects and meet deadlines.
- Experience in strategic thinking, program implementation, and project management.
- Experience working in the private for-profit and non-profit sectors, preferably with a focus on environmental initiatives, environmental markets, and agriculture.

**Our Offer:**
- Competitive compensation and benefits.
- Opportunities for professional development and growth.
- The chance to make a meaningful impact by contributing to environmental sustainability in agriculture.
- Flexible work arrangements and paid time off.

ESMC/ESMRC is an equal opportunity employer. We celebrate diversity and are committed to creating an inclusive environment for all employees.

**How to Apply:** Please submit your resume, cover letter, salary requirements and two professional references to info@ecosystemservicesmarket.org. Incomplete applications will not be considered.

**Closing Date:** Position posting will remain open until filled. Applicants will be considered on a rolling basis.

For More Information: [www.ecosystemservicesmarket.org](http://www.ecosystemservicesmarket.org)

**Reporting and Supervision:**
- The role will report to the ESMC/ESMRC Executive Director. Alignment and engagement with ESMC’s Chief Operating Officer and Chief Finance Officer will be required. Cross-functional team
communications with the ESMRC Research Team will ensure business needs are being met by the research program.

Expectations for Travel:

- Occasional travel to team in-person meetings, conferences, workshops or trainings is expected, likely on average 2-4 times per year.