

Name of the Position: AFOLU Engagement Manager

Location: Brazil

Job Purpose and Background:

The Science Based Targets Initiative (SBTi) is seeking an experienced and credible AFOLU Engagement Manager to engage with a broad range of stakeholders operating in the AFOLU sector, including AFOLU companies, value chain partners, industry associations, academia, and other NGOs and civil society actors. This role is critical to SBTi's outreach and engagement strategy to bring high-impact sectors into the initiative and catalyze rapid, scaled emissions reductions.

This role is part of the SBTi's Impact Department and will coordinate closely with all teams across the SBTi. The role is focused on LATAM, especially in Brazil, but will be providing support to other regions globally.

This position will report to the LATAM Regional Lead based in Brazil.

This role plays an important part in achieving:

The AFOLU Engagement Manager will play a vital role in advancing the adoption of science-based targets within the AFOLU sector, driving sustainable practices, and contributing to global emissions reduction efforts.

Specifically, this role will:

- Support targeted stakeholder engagement throughout the development of SBTi's standards and guidance, specifically related to the AFOLU sector.
- Engage directly with companies operating in the AFOLU sector to understand sector-specific challenges and opportunities.
- Support SBTi's engagement in relevant technical working groups and third-party consultations as appropriate.
- Promote ambitious climate action in the sector through participation in events, initiatives, partnerships, and coalitions.

You are a great fit for this role if you:

The ideal candidate should have deep knowledge of the greenhouse gas accounting nuances and relevant environmental standards in the AFOLU sector, as well as knowledge of sector-specific non-profits, coalitions, and initiatives focused on decarbonization. While the role will have a special focus on the LATAM region, especially in Brazil, an understanding of other regions and the broader global context in decarbonizing the AFOLU sector is a must. If you have a deep commitment to sustainability, strong technical expertise, and a solid network within the sector, we encourage you to apply and be a part of this impactful mission.

About the SBTi:

The Science Based Targets Initiative (SBTi) is a global body enabling businesses to set ambitious emissions reductions targets in line with the latest climate science. It is focused on accelerating companies worldwide to halve emissions before 2030 and achieve net-zero emissions before 2050.

The SBTi defines and promotes best practices in science-based target setting, offers resources and guidance to reduce barriers to adoption, and independently assesses and approves companies' targets.

For more information, please visit www.sciencebasedtargets.org

About the Team:

The SBTi Impact Department plays a crucial role in engaging stakeholders across the corporate, financial, and NGO sectors to promote the work of SBTi and support the development and refinement of the SBTi's standards, with the goal of advancing ambitious corporate climate action to achieve emissions reductions at scale.

The department has one of the broadest remits among those within the SBTi, as it is responsible for delivering SBTi's organizational strategy, fundraising and cultivating donor relationships as the SBTi expands, facilitating stakeholder engagement groups and public consultations as part of the standards development process, soliciting feedback from the market on standards' relevance and implementability, strengthening partnerships to address systemic barriers to decarbonization, and integrating SBTi's standards within the broader climate action ecosystem to drive collaboration and harmonization.

Key responsibilities include:

- **Standards Development Support**
 - Support in the design and delivery of a stakeholder engagement strategy to inform any review or update needed to the SBTi FLAG Guidance.
 - Support outreach to priority stakeholders to encourage applications for and participation in SBTi's Expert Advisory Groups, to ensure diverse stakeholder representation during the standards development process.
 - Develop outreach strategies to solicit public feedback during formal consultations for draft standards and/or guidance related to the AFOLU sector.
 - Work closely with SBTi's Technical Department to support stakeholders active in standards development, i.e. those serving on Expert Advisory Groups or contributing to formal public consultations.
 - Working closely with the SBTi's Technical Department, input and support stakeholder lists and outreach for relevant standard development.
- **Direct Outreach & Engagement**
 - Develop and implement a proactive engagement strategy for the AFOLU sector.
 - Engage with corporate stakeholders directly to understand sector-specific challenges and opportunities in the AFOLU sector.

- Conduct data analysis and desktop research to inform regional and global priorities and engagement strategies for the AFOLU sector.
- Support priority companies by addressing questions ranging from basic to highly technical questions requiring expert guidance on SBTi standards and their practical application (outside of the validation process).
- Determine relevant corporate industry events for the AFOLU sector to maximize reach, creating tailored presentations and representing SBTi through various speaking and attendance opportunities.
- **Integration & Partnerships**
 - Establish and strengthen relationships with sector-specific NGO partners and other key stakeholders to promote SBTi's mission, and standards, and build credibility within the industry.
 - Support the SBTi's participation in sector-specific coalitions, initiatives, and third-party consultations, requiring deep technical expertise on the SBTi FLAG Guidance.
- **Capacity Building**
 - Contribute to internal training and capacity-building initiatives to help build comprehension among SBTi staff on FLAG-related applications and emerging issues and/or risks.
 - Create tailored presentations and represent SBTi at relevant third-party events, conferences, and webinars.
 - Help to develop and maintain informative documents for stakeholders that further explain and simplify published standards and guidance for the AFOLU sector.

Essential skills and experience needed:

- Academic and Professional Experience
 - A bachelor's degree or higher in an AFOLU-related field is mandatory, such as Environmental Science, Environmental Engineering, Forestry or Forest Engineering, Agricultural Science or Agronomy, Environmental Engineering, and others.
 - 7+ years relevant work experience in corporate sustainability and climate change and/or engagement of companies and organizations from a sustainability initiative or NGO. Relevant academic experience will be considered to meet this requirement.
 - 5-7 years of relevant work experience in the AFOLU sector, with a strong focus on the Brazilian context, including a deep understanding of local environmental, regulatory, and market dynamics.
 - Demonstrated expertise and experience in corporate sustainability topics, particularly climate change, GHG emissions accounting, decarbonization, and corporate mitigation strategies.
 - Strong understanding of SBTi's standards, and any related guidance and tools, or demonstrated ability to acquire this knowledge quickly.
- Professional Skills
 - Project Management: Strong analytical and project management skills to effectively handle complex tasks and technical subject matter.
 - Communication and Relationship-building: Ability to communicate effectively and build strong, trust-based relationships with a diverse range of stakeholders.
 - Stakeholder Engagement: Commitment to stakeholder engagement and market insights, and ability to effectively communicate various and sometimes conflicting points of view.

- Collaboration: Ability to work collaboratively with a range of teams and external stakeholders, liaising as needed across different time zones and cultures. Ability to work independently and collaboratively within a dynamic team environment, fostering teamwork and cooperation in a fast-paced environment.

Desirable criteria:

- Master's degree in relevant AFOLU field.
- English, Spanish, and Portuguese speaking.

This is a full-time role based in Brazil. Strong candidates based in other LATAM countries are welcome to contact the recruiter to determine if their candidacy can be considered.

The salary for this role will depend on location and experience level. This role is a fixed-term contract for 12 months with the possibility of extension.

Interested candidates should be legally allowed to work in the countries specified. The SBTi cannot sponsor any working visas.

What we offer:

- Working in one of the most successful and fastest-growing initiatives driving climate action;
- Exciting and challenging tasks in a dynamic, international, innovative, and highly motivated team;
- Training and development;
- Attractive holiday package.

If you are interested, please apply [here](#).

SBTi is an equal opportunity employer - committed to building an inclusive workplace and diverse staff, where all can thrive. We welcome and strongly encourage applications from candidates of all identities and backgrounds, and do not discriminate based on race, color, religion, gender or gender identity, sexual orientation, national origin, disability, or age.

Research suggests that qualified women, Black, Indigenous, and Persons of Color (BIPOC) may self-select out of opportunities if they do not meet 100% of the job requirements. We encourage any individual who believes they have the skills and enthusiasm necessary to thrive in this role to apply consideration.

