

Engagement Manager, North America

Location: USA

Job Purpose and Background:

The Science Based Targets Initiative (SBTi) is seeking an experienced and credible Engagement Manager to support high-impact companies and other stakeholders (industry associations, civil society, NGOs, etc.) operating in North America. This role is critical to SBTi's outreach and engagement strategy to bring high-impact companies into the initiative and catalyze rapid, scaled emissions reduction across the US and Canadian economies.

This role is part of the SBTi's Impact Department and will coordinate closely with all teams across the SBTi. This position will report to the North American Regional Lead based in the USA.

This role plays an important part in achieving:

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

Working closely with the Regional Lead, this role will:

- Engage with and provide direct support for corporate stakeholders operating in all sectors across North America;
- Promote ambitious climate action in the private sector by representing the SBTi and SBTi's standards at various sustainability events and meetings;
- Develop engaging resources and presentations that artfully and communicate the mission and work of the SBTi; and
- Maximize partnerships with other NGOs focused on climate through regular meetings, capacity-building efforts, and other ad-hoc collaborations.

You are a great fit for this role if you:

- Can skillfully engage a variety of stakeholders on the most critical issue of our time - mitigating the catastrophic impacts of the climate crisis by pursuing rapid and ambitious emissions reductions.
- Are adept at building partnerships, developing compelling messaging, and delivering persuasive presentations.
- Take proactive initiative and excel at working both independently and collaboratively.

If you have a deep commitment to sustainability, technical expertise, and a strong network, we encourage you to apply and be a part of this impactful mission.

About the SBTi:

Science Based Targets Initiative is a registered charity in England and Wales (1205768) and a limited company registered in England and Wales (14960097). Registered address: First Floor, 10 Queen Street Place, London, England, EC4R 1BE. SBTi Services Limited is a limited company registered in England and Wales (15181058). Registered address: First Floor, 10 Queen Street Place, London, England, EC4R 1BE. SBTi Services Limited is a wholly owned subsidiary of Science Based Targets Initiative. © SBTi 2024

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, to advance 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:

- Corporate Engagement and Outreach Strategy
 - Support the design and delivery of a regional corporate engagement strategy to socialize and promote the adoption of SBTi's standards and guidance.
 - Conduct data analysis and desktop research to inform regional priorities and engagement strategies in North America, including ad-hoc research on additional external developments that could impact the adoption rates of science-based targets in the region.
 - Provide direct support for priority companies by fielding and responding to inquiries ranging from basic to highly technical questions requiring expert guidance on SBTi standards and their practical application (outside of the validation process).
 - Attend relevant corporate industry events in North America to maximize reach, delivering tailored presentations and representing SBTi through various speaking and attendance opportunities.
 - Engage directly with corporate stakeholders to understand barriers to standards adoption and potential solutions, ensuring feedback from standard

implementation is effectively brought back into the SBTi to inform decision-making.

- Partnership Development & Management
 - Support existing and build new relationships with NGO partners and other key stakeholders to promote SBTi's mission, and corporate standards, and build credibility in the private sector.
 - Assist in the development of briefs and presentations for North American Founding Partners, and represent SBTi within those groups as needed.
 - Assess opportunities for collaboration and connection with NGO stakeholders, e.g. joint engagements at climate and sustainability events, participation in partner events, cohosted webinar series, etc.
- Capacity Building
 - Continuously maintain a comprehensive understanding of SBTi's evolving standards, guidance, tools, and ongoing consultations.
 - Monitor adoption of SBTi standards in North America and keep relevant presentations and other resources up-to-date with the latest figures.
 - Help to develop and maintain informative documents for stakeholders that further explain and simplify published standards and guidance.

Essential skills and experience needed:

- Academic and Professional Experience
 - A bachelor's degree or higher in a relevant field is preferred, but not mandatory, if equivalent professional experience is demonstrated.
 - 5+ 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.
 - 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.
 - In-depth knowledge of the business environment, sustainability, and climate change landscape in North America.
- Professional Skills
 - Communication and Relationship-building:
 - Ability to communicate effectively, including the ability to make complex technical subjects accessible to non-expert audiences.
 - Ability to build strong, trust-based relationships with a diverse range of stakeholders.

- Excellent public speaking skills and ability to interact with different level representatives, from private, nonprofit, and public sectors, with confidence and fluency on key engagement messages and goals.
- Stakeholder Engagement: Commitment to stakeholder engagement and market insights, and ability to effectively communicate various and sometimes conflicting points of view.
- Project Management: Strong analytical and project management skills to effectively handle complex tasks and technical subject matter.
- 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 a relevant field
- 3-5 years of experience in a corporate sustainability role

This is a full-time role based in the USA. Strong candidates in other 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 24 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.

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

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;
- Salary Range:
USA: 64k to 94k USD per year (gross)
- Training and development;
- Attractive holiday package.

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.

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