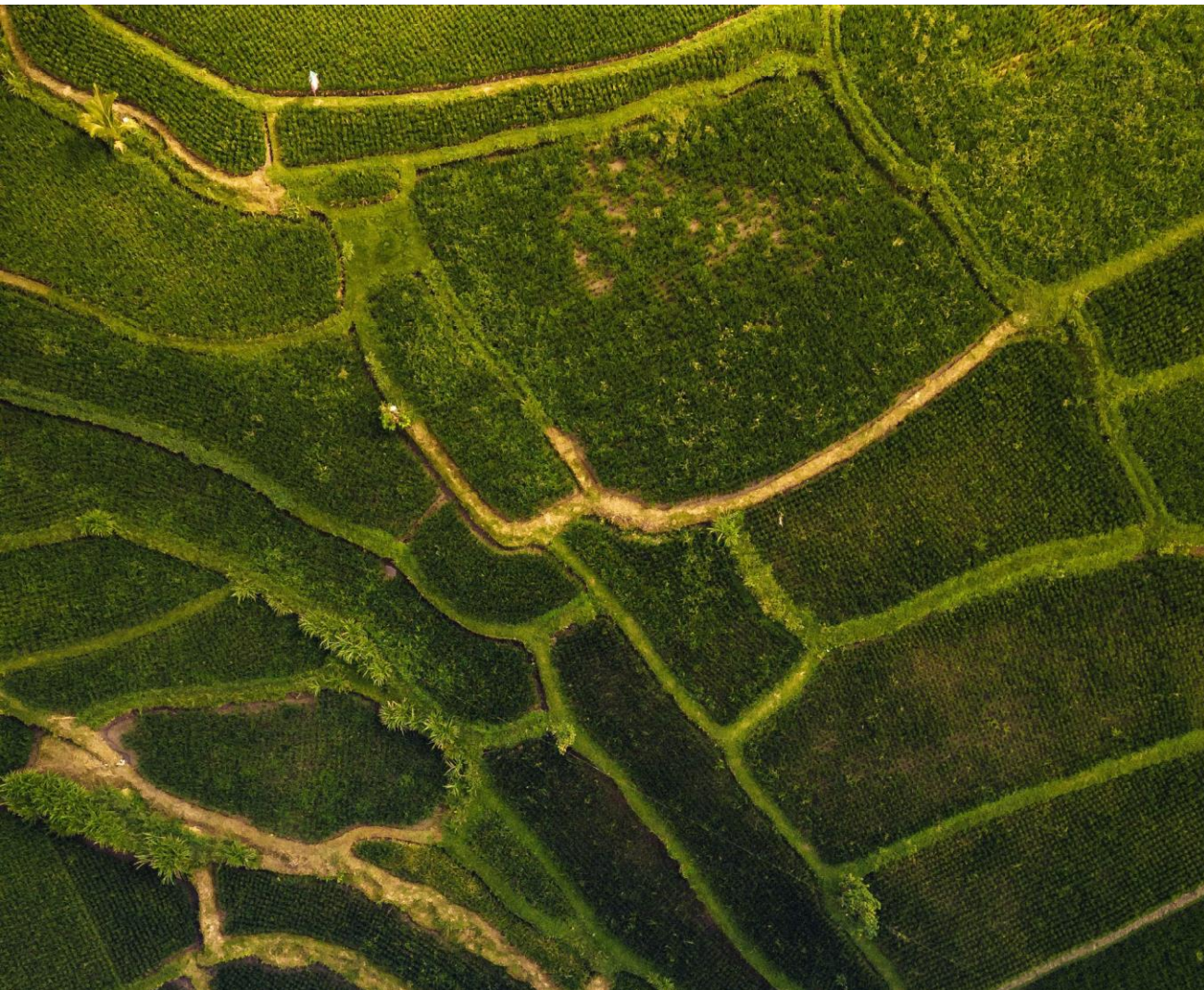


# Head of Corporate Climate Initiatives

Position Description  
December 2023



# Lestari Capital – Position Description:

## Head of Corporate Climate Initiatives

### **Duty Station**

Indonesia, Singapore or remote in Asia

### **Contract Period**

Fulltime, 1 year with potential for annual renewal

### **Our Company**

Established in 2017, Lestari Capital is a conservation finance company, based in Southeast Asia, that develops innovative, nature-based products that enable companies to deliver on their sustainability objectives. We accomplish this by mobilizing new finance for initiatives that protect and rehabilitate important natural landscapes around the world. The Indonesian word "Lestari" means sustainable, or everlasting, signifying our commitment to developing long-term sources of finance for high quality conservation and restoration initiatives.

Lestari Capital's impact model addresses a critical need for long-term operating capital for conservation and restoration projects run by local communities, non-profit organisations and environmental services companies. Lestari Capital aims to strengthen Southeast Asia's emerging ecosystem services marketplace, by connecting demand for on-the-ground conservation efforts among commodity producers/buyers with projects that are protecting or restoring forests where these companies operate, to protect at-risk areas.

### **Position Overview**

We are seeking a highly motivated and experienced candidate to join our team and play a key role in our organization's efforts to finance and scale up nature conservation, restoration and climate change mitigation while delivering corporate sustainability commitments. This senior position will lead the conceptualization, development and implementation of Lestari Capital's mechanism to deliver Scope 3 emission avoidance, reduction, and removal targets for agroindustry through collective action on Natural Climate Solutions (NCS).

In the first year, the candidate will be tasked with leading the concept development, engagement with the sector, development of the demand-side business case and incentives framework for land holders, project pipeline scoping, financial structuring and on-boarding of front-runner companies. The position holder must cherish working in an evolving market with many unknowns; they will have to translate big ideas into functional innovative and creative solutions; they will have to take leadership in inspiring and securing corporate buy-in; and they will be motivated by complex challenges.

The position will evolve from concept development; to building of the new mechanism; to deploying and operationalizing it. We see the initial focus to be the palm oil sector in Indonesia but have a vision for the concept to ultimately be expanded to other commodities and focal geographies. This is a unique position allowing the holder to take innovative ideas and operationalise them into genuine positive conservation and climate impact.

This is a senior role and will be a key part of Lestari Capital's Business Development team, reporting directly to the CEO.

## **Position Responsibilities**

The following are responsibilities for the concept development phase of work (year 1). These will evolve as the concept is established, demand secured, and the operation of the mechanism begins.

### **1. Initiative Leadership**

- Establish an expertise of climate-focused sustainability commitments, delivery and verification frameworks, and emerging developments in the space of Scope 3, SBTi and Natural Climate Solutions.
- Lead all outreach, client and partner relations, and public engagements for Lestari Capital's work in this sector including on standard setting bodies and technical working groups.
- Manage and lead all aspects concept development and building; budget, team, and consultant management; and internal team and external stakeholder coordination.
- Lead the business development of Lestari Capital's work with Scope 3 focus and secure corporate clients, donors and partners.

## **2. Market Assessment**

- Establish trusted networks, bring together leader companies, and secure interest to work in partnership to deliver Scope 3 commitments.
- Create a deep understanding of company business case drivers, scale of demand, and the existing (and potential) actions for integrating climate targets into company operations.
- Assess corporate commitments, understand supply chain dynamics, scale of demand and ability to pay, prioritise supply bases, and establish a conceptual solution for achieving climate-focused targets using land-based interventions.
- Identify project supply priorities, support evaluation of potential climate outcomes, identify and assess potential project operators and land holders, and build a vision of an initial project portfolio.
- Lead project origination and incentive framework development and stress-testing, including project cost projections, and cost and claim sharing frameworks.

## **3. Concept Development**

- Bring together demand and supply side assessments, working closely with finance, project, technical, legal and business development teams, to finalise the conceptual model for the Scope 3 delivery mechanism.
- Validate concept design against reporting frameworks, company needs, long-term viability and stakeholder expectations.
- Support the identification of potential investment opportunities.
- Develop a full proposal for the development phase and secure client buy-in to build the mechanism.

## Requirements

- A master's degree in sustainability, economics, finance or other related subjects.
- At least 10 years of relevant sustainability experience, ideally with field-level experience and the palm oil sector.
- Established network within the palm oil industry across the supply chain, especially with land holding companies.
- Demonstrated understanding of corporate GHG emission targets and market-based demand for nature, existing and emerging sustainability frameworks, and climate-focused standards.
- Demonstrated experience of translating corporate sustainability commitments into reality.
- Demonstrated experience of corporate partner engagement and on-boarding.
- Demonstrated experience of business case establishment and successful proposal writing.
- Fluency in English and excellent communication both oral and written.

## Personal Attributes and Competencies

- Innovative thinker capable of working in emerging thematic areas with complexity and uncertainty. Focus on positive solutions and problem-solving.
- Excellent personal organizational and priority setting skills, with the ability to work effectively under time pressure and manage multiple priorities in a fast-paced environment.
- Capable of thinking critically and delivering with minimal supervision, demonstrating initiative and creativity.
- Good interpersonal and communication skills, with the ability to effectively interact with people in a multi-disciplinary and multi-cultural environment.
- Values continuous learning and improvement in a cooperative and entrepreneurial set up.

## Work Conditions

The candidate will be based ideally in Indonesia, although we will consider broader Southeast Asia as a base. They will need to be able to commit to travel to meetings and the field as and when necessary.

## To Apply

Interested candidates are invited to submit their resume and cover letter to: [jobs@lestaricapital.com](mailto:jobs@lestaricapital.com). Please include "Head of Corporate Climate Initiatives" in the email subject line.

We are dedicated to promoting diversity and inclusion in our workplace and encourage individuals from all backgrounds to apply. If you are a dedicated and passionate sustainability specialist looking to make a meaningful impact on the conservation of our planet's natural heritage, we invite you to join our team!

**Application deadline:** 5 February, 2024.