

## Technical Advisor - Mangrove Markets

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**Location:** Flexible

**Closing date for applications:** 20 September 2020

**Contract status:** International post

**Start date:** As soon as possible

**Contract duration:** Fixed term 1 year contract with the possibility of extension

**Remuneration:** Competitive salary based on experience

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## We rebuild tropical fisheries with coastal communities

Blue Ventures develops locally led approaches to marine conservation that benefit people and nature alike. By listening and responding to basic needs, we design our models to catalyse and sustain marine protection, unlocking the potential of coastal communities to manage their resources. We work in places where the ocean is vital to local cultures and economies, and are committed to advancing the rights of small-scale fishers throughout the coastal tropics.

## Summary job description

For almost two decades, Blue Ventures has innovated ways for tropical coastal communities to both safeguard mangroves and earn a better living from them. Our Blue Forests model secures mangrove rights, builds strong governance, democratises mangrove supply chains, and brings climate finance to pay local mangrove protectors.

We are currently recruiting a Technical Advisor to support the refinement and scaling up of our Blue Forests model. The position will support the exploration and development of approaches to remove the barriers that both mangrove communities and climate finance investors face in developing viable community-based investment opportunities with measurable returns in blue carbon and other mangrove ecosystem services, including sustainable forestry. In doing so the position will play a pivotal role in helping unlock capital to protect mangroves across the tropics through community-led conservation.

The position will support the identification and development of viable income streams for communities – and investment opportunities for climate finance – in blue carbon, sustainable mangrove forestry and other mangrove ecosystem services. By developing sound business

and investment models which will form the foundation of a conservation investment blueprint, this role will help catalyse capital flows to mangrove protection at scale. Reporting to the Technical Advisor for Mangroves, this is a full time role with occasional travel to meet with partners, including potential investors, working closely with field-based colleagues, partners and communities.

With a background in natural capital business, financial services or related fields, the successful candidate will be a passionate, proactive and highly organised individual, with an excellent knowledge of market-based approaches to conservation, preferably in the marine or rural development sectors. Ideally, you will have an understanding of the climate finance sector and a strong network of contacts. You will demonstrate a proven track record of identifying investment opportunities and taking initiatives from inception through to realisation.

We are looking for an individual who is open to new ideas and embraces innovation, who can demonstrate experience of building effective working partnerships for conservation or economic development. Assessment of applications will include candidates' alignment with BV's core values and mission to support human rights-based approaches to marine conservation and fisheries management.

You will thrive in environments that are dynamic, fast-paced, collegiate and ambitious, and be able to demonstrate experience of working independently and solving complex problems in challenging situations.

Blue Ventures is a fast growing and mission-driven social enterprise, offering excellent opportunities for further professional development.

## Responsibilities

Market research and investor relations:

- Research and identify potential income streams and investment pathways for mangrove conservation, and assess their viability and applicability in the contexts in which Blue Ventures operates
- Working closely with the Development team, the Mangrove Technical Advisor and field leaders, nurture the funding partnerships that will be key to scaling up the Blue Forests model
- Research appropriate sector guidelines and regulations as needed
- Stay updated with market trends and new investment opportunities

#### Business and investment model development:

- Support the selection of viable investment opportunities with measurable returns for coastal communities and investors, develop business models that include profit and loss, cash-flow, balance-sheet forecasts and break-even analyses
- Develop investment models using a blend of financial instruments that reflect community dependency on mangroves and the fact that they cannot take on significant debt, determining the return on investment for all stakeholders involved.
- Identify what the potential commercial risks to the business models are and how these can be managed and mitigated.
- Document the methodologies and processes to clearly and concisely communicate with members of the broader team.

#### Field Team Support:

- With direction from Blue Ventures' broader technical team, support the field teams to conceptualise and develop market-based initiatives.

## Skills and experience

### Required

- Graduate degree (or equivalent) in business, international finance or a closely related field
- Global networks of contacts in the environmental investment sector
- Proven experience in business and investment modelling, preferably within a social enterprise
- Excellent analytical skills to draw business relevant conclusions
- In-depth understanding of financial metrics, setup, and statistics
- Familiarity with finance and investment laws and regulations
- Excellent skills in communication of complex information to a diverse range of stakeholders
- Fluency in written and spoken English
- Excellent time management and organisational skills
- Confident, strong interpersonal skills and ability to relate to and work effectively with individuals from a wide range of backgrounds and cultures, at all levels
- Capacity to undertake research and development work independently as well as part of a team
- Excellent knowledge of MS Office and Google Apps
- Excellent interpersonal and motivational skills.

## Desired

- Experience in or an understanding of the climate finance and/or forestry sectors
- Demonstrable experience working in community-based conservation or development in a low-income country
- Previous international organisation/ NGO experience
- Excellent communication skills and ability to work closely with field programme teams
- Competency in another language (e.g. French, Spanish, Bahasa Indonesia, Portuguese)

**Blue Ventures is committed to safeguarding and promoting the welfare of young and vulnerable people and expects all members of staff to share this commitment. We take a zero-tolerance approach to anyone who contravenes our policy. All candidates will be asked questions on safeguarding and child protection.**

**We want people of all backgrounds to see themselves represented and included in our work, so we actively seek to diversify our team and bring more voices to the table and offer a range of benefits to encourage a work life balance.**

**All applicants are welcome!**

## Application process

Applicants should apply online via Blue Ventures website (<https://blueventures.org/about/careers/>), by **20th September 2020**.

Please note that applications will be reviewed on a rolling basis and first-round interviews may be conducted with short-listed candidates before the application deadline.

All shortlisted candidates will be contacted within two weeks of the closing date.

## Why work with us:

**Mission:** We operate at the frontline of some of the world's most pressing environmental and social problems, innovating effective and scalable responses with tropical coastal communities. We are recognised as a transformative force in our sector.

**Working style:** We're a fast-moving social enterprise, quick to embrace and implement promising ideas without bureaucracy.

**Autonomy:** We expect and support our staff to take a lead in their own work, offering scope for creativity and strategic input.

**Professional development:** We challenge and support our staff to grow their skills, providing considerable exposure to different work experiences and training opportunities.

**Adventure:** We offer extensive opportunities for travel, working in diverse environmental and cultural contexts.

**Family:** We look out for one another as we work closely together in challenging situations, celebrating successes and spurring each other on when the going gets tough.

**Values:** Our organisational values are central to everything we do:



### Communities first

Above all, we listen to community needs, responding in a sensitive and pragmatic way for long lasting benefits.



### Passion & belief

Our mission is urgent and critical, we believe that our models work, and we are determined to get the job done.



### Valued people & effective teams

We work in diverse and inclusive teams where all members have a voice and influence. We are effective because our work is integrated across teams and projects.



### Innovation & courage

We are resourceful and creative. We are prepared to take risks and challenge broken paradigms.



### Openness & humility

We are an open source social enterprise. We work in a transparent and collaborative way to pass on what we learn to others who share our vision and passion.



### Grounded in evidence

We have high standards and are not afraid to be self critical. If we see something that doesn't work, we change tack until we're on the right course.