



## **(Associate) Director, Carbon (Commercial Advisory)**

### **Company Description**

CORE Markets helps organisations navigate commercial decision-making across power, carbon and environmental markets. We work with corporates, project developers, investors and wholesale market participants to understand what is changing across these markets, what it means commercially, and how to act on it with confidence.

We combine a market intelligence platform, advisory services, and market transactions - giving clients on-demand access to data, analysis and tools alongside direct support when they need it.

### **Role Description**

We are seeking a full-time Associate Director or Director, focused on Australia's carbon sector (demand and supply segments), with a commercial advisory background. Based in our Sydney or Melbourne office, you will be responsible for the following:

- Lead a 4-5 person team with responsibilities including:
  - Providing advice on project commercialisation to carbon project developers. covering:
    - identification of ACCU buyers, assessment of value and risks across investment approaches (pre-payment agreements, offtake, direct equity, etc.), and interaction with capital raising in collaboration with our capital advisory practice)
    - running competitive offtake processes for ACCUs (buy- or sell-side), including obtaining, shortlisting and recommending offtake buy / sell offers
- Lead on the provision of carbon sector expertise into our capital advisory business, collaborating with that team as a subject matter expert
- Originate, sell and grow a pipeline of client projects in carbon with a focus on commercial advisory
  - your origination will draw on existing CORE Markets offerings (e.g. our proprietary ACCU price forecast model) and the development of new advisory offerings in collaboration with others
- Lead advisory-based content creation for our software platform, and support the cross-sell of our platform to advisory clients
- Collaborate with our Markets team to cross-sell advisory services to our Market clients. This includes existing environmental and carbon-related products (e.g. ACCUs & SMCs) and new products (e.g. REGOs)
- Lead CORE Markets' expansion into policy and regulatory advisory in the carbon sector, in Australia and internationally

## Qualifications

- 10+ years' relevant experience in Australia's carbon sector, working with and for:
  - carbon project developers on project commercialisation, and/or
  - Safeguards Mechanism entities and other buyers of ACCUs
- Experience of international carbon markets (especially Asian) is strongly desired but not essential
- Strong project management and people leadership skills
- Demonstrated ability (at Director level) or willingness (at Associate Director-level) to originate and sell work of \$1.5m+ p.a., this experience having been gained in a consulting environment
- Excellent analytical and problem-solving abilities
- Ability to communicate effectively (verbal & written) with diverse stakeholders, and strong interpersonal skills

## Pay range and compensation package

- This role represents an outstanding opportunity to work in a fast-paced environment. It would suit a candidate seeking to further their career in commercialising carbon projects in Australia, as well as supporting ACCU buyers to transact and raise capital. The successful candidate will receive a highly competitive package.

## Commitments to our Stakeholders

*To our security holders:* To generate economic value through innovative software solutions and services that deliver impact on climate change

*To our employees:* To provide an energetic, creative, ambitious and inspired work environment

*To our customers:* To provide innovative and competitive software products and services to lead them on their decarbonisation journey

## Our values

*We are respectful:* we live and breathe CORE Markets' values of being helpful, straightforward and bold.

*We are resilient:* we have an inner strength that means we never give in.

*We are intellectually curious:* we seek to understand how the world works and we're always learning, adapting and improving.

*We understand who our customers are:* and because we know them really well, we always give them our very best.

*We are loyal:* we support the company's vision and strive to make a positive contribution to the success of CORE Markets.