



Associate Director, Carbon (Commercial Advisory)

Position Title

Associate Director, Carbon (Commercial Advisory)

Location

Melbourne or Sydney CBD

Reports to

Executive Director, Head of 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.

Our Commercial Advisory team delivers strategic insights, quantitative modelling, and market intelligence to support investment, trading, and policy decisions across the APAC energy and environmental market landscape.

Role Description

We are seeking an Associate Director to help shape the next phase of Australia's carbon market. This role is for a commercially minded leader, helping project developers, investors and carbon buyers make confident decisions in a fast-moving market.

You will help build CORE Markets' carbon advisory capability and position the firm as a trusted partner across carbon project commercialisation, market strategy, transaction support and investment decision-making.

You will support a growing team, contribute to high-impact advisory engagements, and translate CORE Markets' intelligence, transaction capability and relationships into practical advice that creates value for clients.

You will help expand CORE Markets' presence in the carbon sector by developing advisory offerings, supporting business development, contributing to thought leadership and building strong market relationships.

Key Responsibilities

- **Delivering strategic carbon advisory**
Partnering with project developers, investors, corporates and carbon market participants to define commercial strategies, navigate policy and market complexity, and unlock value across Australia's evolving carbon markets.
- **Building high-impact carbon market offerings**
Helping shape and grow CORE Markets' carbon advisory capability, drawing on our proprietary market intelligence, ACCU price forecasting, transaction experience and client relationships to develop practical, commercial, advisory solutions.
- **Bridging advisory, capital and market execution**
Working across Commercial Advisory, Capital Advisory, Markets and Software to deliver integrated advice that connects carbon strategy, project commercialisation, market access, transaction support and data-driven insight.
- **Expanding client relationships and market presence**
Originating and supporting new opportunities across carbon project development, ACCU demand, Safeguard Mechanism compliance, environmental market products and emerging areas, while building enduring relationships with clients.
- **Driving thought leadership, policy insight and innovation**
Contributing to CORE Markets' market-leading intelligence platform by translating carbon policy, regulation and market developments into clear insights, practical tools and forward-looking advice for clients in Australia and internationally.

What we are looking for

- A commercially minded individual looking to take responsibility for high-quality client delivery in a competitive, innovative market.
- Analytical thinking, capacity to adjust focus in a changing, environment.
- Prior consulting experience essential.
- Experience working with start-ups, directly or in an advisory capacity, is well regarded.
- Demonstrated ability in the origination and conversion of advisory opportunities, while building credibility with new and existing client relationships.
- Proven ability to deliver high-quality advisory outputs, including commercial analysis, modelling, client-ready recommendations and clear written deliverables.
- Strong project management skills and the ability to coordinate contributors across advisory engagements.

Qualifications

- 8+ 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 APAC) is strongly desired but not essential

Remuneration 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 environmental markets.
- The successful candidate will receive a highly competitive package.
- Performance-based bonus structure.
- Professional development and training opportunities.
- Collaborative, purpose-driven team culture.

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.