

Principal Consultant, Carbon (Commercial Advisory)

Position Title

Principal Consultant, Carbon (Commercial Advisory)

Location

Melbourne or Sydney CBD

Reports to

Associate Director/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.

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.

We're looking for a commercially minded Principal Consultant to help shape the next phase of Australia's energy transition.

Role Description

The role will help maintain and grow CORE Markets' position as a leading carbon advisor, working closely with clients to navigate Australia's evolving carbon market landscape. Supported by the broader Advisory team, this role will lead client relationships, provide technical and commercial expertise, and contribute to business growth and thought leadership across the carbon market.

Client Development: Support the development and conversion of advisory opportunities into client relationships. This role will lead client relationships, provide technical and commercial expertise, and contribute to business growth and thought leadership across the carbon market.

Key Responsibilities

- **Project Leadership and Delivery:** Lead the delivery of high-quality advisory engagements, including carbon procurement strategy, decarbonisation strategy, carbon market forecasting, commercial due diligence, carbon project commercialisation, transaction support and market intelligence, ensuring projects are completed to a high technical standard and deliver commercial value for clients.
- **Carbon Market Expertise:** Act as a senior subject matter expert across Australian Carbon Credit Units (ACCUs), Safeguard Mechanism Credits (SMCs), carbon procurement, carbon project development, carbon market compliance and voluntary markets.
- **Policy and Regulatory Advisory:** Monitor and interpret policy and regulatory developments across carbon and environmental markets, including the ACCU Scheme, Safeguard Mechanism, climate disclosures and emerging carbon market frameworks. Translate these developments into practical commercial advice for clients.
- **Senior Client Leadership:** Act as a senior, externally credible representative of CORE Markets, leading commercial and strategic conversations with corporates, project developers, investors and government stakeholders.
- **Thought Leadership:** Contribute to CORE Markets' market insights, client briefings, presentations, industry reports and thought leadership activities to strengthen the firm's market profile.
- **Capability Build and Scale:** Help strengthen CORE Markets' carbon advisory capability by supporting consistent delivery approaches, sharing knowledge with junior team members, and working collaboratively across advisory, product and business development teams.

What we are looking for:

- A passionate individual looking to take responsibility for business results in a competitive, innovative market.
- Analytical thinking, capacity to adjust focus in a changing, high-pressure and competitive environment, preferably with startup or growth-business experience.
- Strong understanding of policy and regulatory frameworks impacting carbon markets.
- Exceptional Microsoft application skills, particularly Excel and PowerPoint.
- Impeccable judgement and integrity, with the ability to communicate clearly, build relationships and work collaboratively.
- An ambitious approach to the work environment and the ability to learn quickly and respond to incentive-based challenges.
- Experience in carbon markets, environmental commodities, renewable energy markets, project development, commercial advisory or environmental policy will be highly regarded.

Qualifications

- 6+ years of relevant experience across carbon markets, environmental markets, climate advisory, project development, energy markets or related sectors.
- Strong understanding of Australian carbon markets, including ACCUs, the Safeguard Mechanism, compliance markets and carbon procurement strategies.
- Experience advising clients on carbon market, decarbonisation, environmental market or climate-related commercial opportunities.
- Qualifications in economics, finance, engineering, environmental science, business, law or a related field.

Remuneration package

- This role represents an outstanding opportunity to work in a fast-paced environment supporting the growth of Australia's carbon and environmental markets. It would suit a candidate seeking to further their career in carbon advisory and environmental markets.
- 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.