

Call for Climate & Business Officer Practical Action in Latin America

Background

The Climate & Business Officer plays a key role within the Business Development area and is accountable for proposal development, coordination and quality in the Latin America Regional Office, mainly for work in developing alliances with the private sector to funding climate access. This involves an in-depth analysis of the nature, scale and source of the challenge, defining the change we want to bring about in the system and in people's lives and using our three pathways to demonstrate what works, learn and use knowledge and evidence to inspire others to adopt similar approaches. Technology is at the core of what we do with a focus on climate change and digital technology. We pay special attention to gender across all our work. For other side, Also, Practical Action has partnered with highly recognised local and international organisations to develop a the Biodiverse Landscape Fund, Andes Amazon Landscape (project aiming to reduce poverty, protect and restore biodiversity and lessen the impact of climate change in the Condor-Kutuku territory, a critical Andes-Amazon landscape). In this sense, the officer will be tasked with leading the development of the climate finance proposals to improve financial sustainability of Andes Amazon Project results, working closely with the Component 6 Technical Coordinator, project staff and Practical Action's Business Development Head.

Our Vision

A world that works better for everyone.

Our Work

We put ingenious ideas to work so people in poverty can change their world.

We combine three approaches to help people solve some of the world's toughest problems. We work as:

- Problem-solvers, working hand in hand with individuals, communities and local organisations to tackle the causes of poverty.
- Knowledge sharers, getting fresh answers and practical resources into the hands of the people who need them most.
- Expert advisers, providing professionals and policy makers with development advice.

This combination of different ways of working enables us to turn small solutions into big change for millions of people.

Our Change Ambitions

- Making agriculture work better for struggling smallholder farmers, so they can adapt to climate change and achieve a good standard of living.
- Harnessing the transformational power of clean, affordable energy and reducing avoidable deaths caused by smoke from indoor stoves and fires.

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- For vulnerable people whose lives and livelihoods are threatened by climate related and natural hazards

About the role

The **Climate & Business Officer** is in charge of three core areas of Business Development:

- Engaging Practical Action with Corporates work and Climate Funding funds.
- Team building, consultant's identification and relationship management.
- Proposal development processes, ensuring that we deliver high-quality proposals that bring out the best of our offer, meet donor/client requirements and cover costs.

The post-holder will need to nurture and manage a number of relations, both internal and external. Importantly, he/she will need to work with the Thematic Leads and the Head of Consultancy, also with People & Culture, and Finance & Services for proposal development. Equally, he/she will need to work with the business development leads and communications lead in Practical Action UK and, potentially with the staff from other countries. He/she will manage relationships with companies, donors, partners, governments and other stakeholders in support of the business development process related to the private sector and climate funding. He/she will collaborate closely with colleagues to ensure the integration of approaches across the Change Ambitions within the Latin American Region and as required globally.

Accountabilities

- Design private sector engagement strategy and annual action plan.
- Design products, services and business models for specific corporates based on their needs and our change ambitions.
- Gather, track and analyse trends in climate funding and international technical cooperation to develop projects in value chains, resilience and use of renewable energy in alliance with the private sector.
- Implement a work strategy with the private sector on the develop of Partnerships with organizations of producers, private companies and/or private business associations to develop value chains/green business/carbon markets projects under the Shared Value and Core Business approach.
- Build and manage relationships with firms, organizations of producers, public institutions and other relevant groups to generate partnerships and funding related to the private sector.
- Organise the respective due diligence for potential clients and partners, at proposal development stage.
- Consistently enter all data on opportunities and proposals into PAMS system and use the data to generate reports for management decision making.

Experience, knowledge & skills

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Overall

- BSc degree in Social Management, Development Management or in related discipline
- At least five years of relevant experience working with the private sector under a shared value approach.
- Excellent knowledge of development, climate change and gender issues affecting Peru, Ecuador and Latin America.
- Commitment to development principles and Practical Action's vision, mission and ambition.

Technical

- Experience of working with companies on corporate social responsibility (CSR) or related projects or initiatives.
- Experience of working promoting public-private and private-private partnerships and articulation with local and development organizations.
- Demonstrated ability and experience to planning and monitoring the process of proposal formulation, using different tools.
- Demonstrated ability to monitoring, evaluation and constructions of indicators with gender approach.
- Knowledge of Theory of Change and MEL principles and approaches are high desirable.
- Indispensable experience in formulating projects for climate funding and/or international technical cooperation, that require articulation, partnership or participation of the private sector.
- English language proficiency is indispensable

Working with others

- Proven ability to coordinate and collaborate with colleagues of different areas and experiences of work.

Core Competencies

Self-motivation:

Displays timeliness and accuracy in carrying out their role, by their personal energy and enthusiasm and willingness to learn to exceed expectations in their role.

Drive for results:

Demonstrate level of responsibility and accountability in meeting commitments and objectives. Illustrate by evidence of seeking better ways of doing things, looking to improve on status quo and willingness to deal with difficult situations that effect output of their role.

Planning and organising:

Ability to process requirements of role effectively. Can gather and use resources effectively. Can prioritize their, and/or their teams' workload appropriately and review and amend priorities and actions as and when required.

Initiative:

Ability to work independently, within a set context; to act on current or future problems or opportunities; to respond creatively and effectively to the unexpected. Displays a curious and questioning approach in their role and environment.

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Teamwork:

Ability and inclination to work co-operatively with others. Will recognise the value of sharing ideas, knowledge and information with others and takes personal responsibility for doing so.

Managing relationships:

Ability to understand and react appropriately to motivations that drive colleagues' behaviour. Is sensitive to cultural differences. Behaves appropriately within them. Understands how to develop productive working relationships.

Sensitivity on Gender Equality and Social Inclusion:

Should have respectful beliefs regardless of their gender, age, sex, race, ethnic background, culture, different ability, nationality, religion and marital status. Is sensitive and adaptable to gender and social inclusion. Responds and behaves appropriately in different situations.

Practical Action values

- Restless ingenuity
- Alternative thinking
- Bold collaboration
- Maximum impact
- Lasting outcomes

The Climate Business Officer of the programme is expected to demonstrate and work towards demonstrating excellent standards of behaviours under these values.

Benefits

To be part of an international organization that promotes learning and the exchange of experiences among its staff members at a global level.

Hybrid work with base in Lima, Peru or Quito, Ecuador.

About Practical Action

Practical Action is an international organization that develops ingenious ideas with people living in poverty so they can improve their lives. Practical Action helps people find solutions to some of the world's toughest problems, made worse by the growing impact of climate change and persistent gender inequality. It works hand-in-hand with communities to generate ingenious, sustainable and appropriate solutions in agriculture, water and waste management, climate resilience and renewable energy. It shares this knowledge so that its actions can be the seeds of great change. Practical Action is a global group of experts who create change and partnerships that multiply the impact of their actions, helping to create a world that works better for all people. The group consists of a UK registered charity with offices in Africa, Asia and Latin America, a publishing house and a technical consultancy service.

How to apply

If you are interested in the position, and meet the requirements, please send your CV with three professional references and your gross salary expectation. Files submitted should be labelled in the following format: "CV_First_Name_Last_Name" (CV) and "CP_First_Name_Last_Name" (cover letter).

Send the CV and the letter to postulantes@practicalaction.org with the subject "Climate Officer" until 17 January 2024.

Practical Action is an equal opportunities employer and we encourage applications from under-represented groups. We stay committed to cultivating an inclusive and diverse working environment and believe that people from different backgrounds or cultures give us different perspectives, and the more perspectives we have, the more successful we will be. By building a culture where everyone feels heard, respected and valued we give everyone working with us the opportunity to achieve their full potential.

Practical Action is committed to safeguarding and protecting children and vulnerable adults and as such candidates will be subject to pre-employment checks.