



Director of Climate Finance Initiatives – Position Description

The New York Climate Exchange (The Exchange) is a new not-for-profit climate solutions center designed to build community, foster collaboration, advance both global and local climate knowledge, and empower marginalized communities through cross-disciplinary networking, impactful programming, and cutting-edge facilities. While The Exchange will have a physical presence on Governors Island, its spirit and influence will extend beyond the Island into New York City and across the country and world. Our diverse coalition of partners—committed and prepared to collectively disrupt the status quo—incorporates local and global perspectives on climate change from academia, the private sector, and community-level organizations. As the first of its kind, The Exchange will unlock integrated and scalable approaches to climate action, ultimately serving as a global model for sustainable positive change.

The New York Climate Exchange (“The Exchange”) seeks to recruit a Director of Climate Finance Initiatives to identify, design, develop, and implement climate finance programming for The Exchange.

Applicants should feel comfortable working in a fast-paced, start-up environment with tasks and roles changing on a regular basis. This position is full-time. The individual filling this role will primarily work in-person in the New York City area. Periodic remote work is allowed with prior approval.

The position reports to the CEO.

Salary and Benefits

Salary for the Director of Climate Finance Initiatives is between \$200,000-250,000 per year. The position includes eligibility for generous health and retirement benefits, and paid time off/sick leave.

Salary will be set based on a variety of factors, including but not limited to qualifications, experience, education, and specialized training. The above hiring range represents The Exchange’s good faith and reasonable estimate of the range of possible compensation at the time of posting.

Responsibilities

Working closely with the Chief Executive Office and the Director of Programming at The Exchange, significant responsibilities include:

1. Conduct background research and landscape analysis on relevant activities among Exchange partners and other organizations, with a goal of clarifying what is needed to dramatically accelerate and scale the flow of finance supporting climate action and low carbon and/or climate resilient technology deployment in New York City and beyond. Efforts should illuminate what potential roles The Exchange could play, potential partner organizations, and potential sources of funding to support this work.
2. Identify, incubate, and lead promising areas of engagement including training/capacity building, awareness raising, research, analytics, development of new financing instruments, and more. Activities should be transformative in nature, and may involve public, private, or other innovative

forms of finance. Activities should position The Exchange as a global leader in innovation, acceleration, and action related to climate finance.

3. Foster and manage participation in this work by Exchange partners, local, regional, national, and international finance institutions, coalitions, networks, and other entities as appropriate.
4. As appropriate, recruit and supervise Exchange staff involved in supporting this work.
5. Represent The Exchange at various meetings and events focused on climate finance issues. May also periodically present updates to the Board of Directors of The Exchange.
6. Lead and/or support efforts to raise funds to support this work, through grant writing and engagement with funders.

Position-related Qualifications

1. Master's degree or Ph.D. in the field of finance, economics, sustainable business, environmental policy, global studies/international relations, or another relevant discipline.
2. At least 12 years relevant experience in climate, development, or infrastructure finance.
3. In-depth understanding of multiple facets of climate financing, including but not limited to the following areas of expertise: domestic and/or international climate finance markets; the scientific, economic, social, and political dimensions of climate change; current trends in domestic and/or international climate finance, UNFCCC negotiations/decisions related to climate finance, climate or infrastructure finance policy and key thought leaders and stakeholders.
4. Familiarity with New York City/State climate-related policies, institutions, and finance considered a plus.
5. Proven ability to establish trust with a range of stakeholders, including domestic and international policy organizations, finance coalitions, technical bodies, private financiers, and civil society organizations.
6. Proven ability to think analytically, strategically, and programmatically. Must be comfortable developing connections with and challenging global thought leaders on finance issues.
7. Proven ability to collaborate with and across teams, both as a team leader and team member.
8. Proven ability to navigate complex technical issues and nurture partner relationships.
9. Excellent verbal and written communication skills in English, including ability to communicate complex issues to a wide range of audiences. Written and verbal fluency in other languages including French, Spanish, Arabic, or Chinese is highly desirable.
10. Must contribute to an environment that values diversity, equity, and inclusion.
11. Must be able to work independently and collaboratively on complex tasks on tight deadlines.

New York Climate Exchange Staff Core Competencies

- Develops and implements solutions that show understanding of how partners and/or own work achieves results that are financially, environmentally, and socially sustainable.
- Shares new insights based on in-depth understanding of clients/partners and recommends solutions for current and future needs of clients/partners.
- Initiates collaboration across boundaries and broadly across The Exchange, partner organizations, and other relevant institutions.
- Makes choices and sets priorities with The New York Climate Exchange corporate perspective in mind.
- Helps others to understand problems, partner and client needs, and the underlying context.

- Recognizes the value of diverse perspectives and lived experiences and applies a critical lens to systemic sources of bias and discrimination.
- Applies critical thinking and seeks input and experience from others to recommend a course of action consistent with The Exchange's strategy.
- Evaluates risk and anticipates the short- and long-term implications of decisions.
- Commits to a decision and acts once it has been reached.

Applications and inquiries should be submitted to workwithus@nyclimateexchange.org. Applications should include a cover letter and CV/resume. Preferred consideration will be given to applications received no later than March 1, 2024.

The New York Climate Exchange provides equal employment opportunities to all employees and applicants for employment and prohibits discrimination and harassment of any type without regard to race, color, religion, age, sex, height, weight, national origin, disability status, genetics, protected veteran status, sexual orientation, gender identity or expression, or any other characteristic protected by federal, state, or local laws.

Note: Research indicates that men tend to apply for jobs when they meet just 60% of the criteria, while women and people from other marginalized groups only apply if they are a 100% match. If you are passionate about our mission and think you have what it takes to be successful in this role even if you don't check all the boxes, please apply. We'd appreciate the opportunity to consider your application.