

**Job Title:** Carbon Credit Project Sales and Marketing Representative

**Company:** Global Emissionary (GE)

**Job Overview:**

Global Emissionary (GE) is seeking a dynamic and driven **Carbon Credit Project Sales and Marketing Representative** to lead the direct sales and marketing efforts for our innovative carbon credit projects, utilizing our proprietary VM0039 Verra Methodology. This role requires building strong relationships with sustainability leaders at major companies that are direct carbon emitters, as well as forging partnerships with carbon credit brokers who facilitate transactions and offtake agreements. The ideal candidate will also manage the strategic messaging behind the VM0039 methodology, highlighting its transformative potential within the roadway construction industry.

**Key Responsibilities:**

**1. Sales & Relationship Development:**

- Lead direct sales efforts for GE's carbon credit projects using the VM0039 Verra Methodology.
- Establish and nurture relationships with sustainability directors and managers at large companies to promote carbon credit solutions.
- Build and maintain partnerships with carbon credit brokers, facilitating intermediary transactions and offtake agreements between buyers and sellers.

**2. Marketing & Messaging:**

- Develop and execute a compelling marketing strategy that communicates the benefits and potential of the VM0039 methodology.
- Position the VM0039 methodology as a catalyst for change in the roadway construction industry, emphasizing its role in advancing roadway recycling by overcoming barriers related to equipment, training, and education through carbon finance.
- Collaborate with GE's marketing and advertising agency to guide the creation of marketing materials, social media content, and blog posts that align with the company's objectives.
- Oversee all marketing deliverables, ensuring consistency and effectiveness across platforms.

**3. Strategic Partnerships & Go-to-Market Planning:**

- Stay updated on new carbon reduction technologies and work with GE's team to align these innovations with registry-approved methodologies.
- Contribute to the development of go-to-market strategies for emerging carbon reduction technologies, focusing on selling carbon credits to potential buyers.

**4. Carbon Financing & Offtake Agreements:**

- Become an expert in structuring and negotiating offtake agreements.
- Understand how to secure carbon financing in advance of a project, enabling carbon finance to drive the successful launch and scaling of carbon reduction projects.

**Qualifications:**

- Proven experience in sales, marketing, or business development within sustainability, carbon credits, or environmental markets.
- Strong understanding of carbon credit markets, including carbon finance and offtake agreements.
- Excellent communication skills, with experience in developing marketing strategies and managing agency deliverables.
- Ability to build and manage relationships with sustainability leaders and carbon credit brokers.
- Knowledge of emerging carbon reduction technologies and methodologies, particularly in the construction or infrastructure sectors, is a plus.
- Ability to work in a fast-paced environment, managing multiple priorities and adapting to evolving industry trends.

**Location:** Anywhere in the USA (Remote work with some travel)

**Compensation:** Competitive salary and benefits package, with performance-based incentives.