

# 50/50 Climate Project

## Director of Investor Initiatives

### About the 50/50 Climate Project

The 50/50 Climate Project\* is a resource and action center working with institutional investors to scale up their advocacy on climate change considerations by public corporations. Shareholders are showing new resolve to challenge “business as usual” corporate practices that fail to mitigate long-term economic risks and maximize the financial opportunities presented by climate change. Investor resolve on the implications of climate change for businesses is manifest in the unprecedented 62 percent support by shareholders for a climate risk disclosure proposal at ExxonMobil’s 2017 shareholder meeting despite opposition by the firm’s board of directors.

Based in Washington, DC, the 50/50 Climate Project is a not-for-profit “active ownership” center for institutional investors focused on increasing the climate competency of boards of directors of large, publicly traded corporations. The Project, founded in 2014, operates virtually, is fiscally sponsored by As You Sow and expects to operate independently as a stand-alone 501(c)(3) organization in early 2018.

If you are passionate about combating climate change and have the capacity to support large institutional investors seeking to move corporate boards towards more sustainable, climate-resilient business models, please read on.

### Position Overview

The 50/50 Climate Project seeks a Director of Investor Initiatives to organize, manage and support shareholder initiatives that create awareness, focus and collective action around climate risk/opportunity in institutional investor investment portfolios. The Investor Initiatives Director will coordinate and support investor engagements with corporate representatives including members of the board and management team, and build cohesion around and coordinate initiatives centered on corporate governance reform amongst investors.

The ideal candidate will have strong leadership and relationship-building skills, an ability to work independently but collaboratively and in consultation with the Project’s team and advisors, and have the capacity to execute the Project’s objectives and work plan as a member of its leadership team. The ability to identify and act on new and emerging opportunities for investor engagement and support is critical. Individuals with established organizing experience and/or relevant experience in the corporate governance/ESG space are encouraged to apply.

### Primary responsibilities include:

#### *Investor Organizing/Advocacy:*

- Serve as the Project’s primary liaison to the institutional investor community.
- Plan and manage the outreach strategy and process for educating and engaging investors on the Project’s priorities and initiatives.
- Grow the pipeline of investor partnerships and/or investor engagement opportunities through industry contacts, networking events, direct contact and social media or other online platforms.
- Regular communications with investors in a timely and professional manner.

#### *Investor Advisory Support:*

- Serve as a trusted advisor to institutional investors by delivering timely, relevant and actionable initiatives and/or developments tailored to investor-specific business perspectives and circumstances.
- Develop and maintain proficiency in climate change and corporate governance topics by staying abreast of relevant trends and developments pertinent to investors.
- Proactively identify the priorities and anticipate the needs of investors including by recognizing potential gaps in voting guidelines and investment stewardship programs.

**Program Support:**

- Work with Project's leadership, research team and advisors to develop the Project's work plan and initiatives and evolve its strategy and objectives.
- Maintain accurate records regarding investor interactions and provide regular updates on investor engagement activities.
- Support Executive Director and other staff and advisors in communications efforts including media engagement, social media penetration, production of publications and grant reports, etc.
- Support collaboration and joint efforts with other organizations.
- Other support as needed.

**Job Qualifications Include:**

- 10+ years work experience in ESG or issue oriented campaigning, organizing or advocacy.
- Proven ability to interact with, present to, establish credibility with, and cultivate positive and enduring relationships with institutional investor principals and senior staff.
- Experience communicating novel, evolving or existing concepts in a manner that creates opportunities for collective action.
- Demonstrated leadership ability, professional disposition and emotional maturity.

**Skills/Attributes for Success:**

- Strong communication, interpersonal, negotiation, persuasion, organizational, planning and presentation skills.
- Exceptional writing ability.
- Entrepreneurial and energetic self-starter and able to work with tight deadlines while managing multiple priorities.
- Ability to operate with minimal supervision in a geographically dispersed virtual team environment.
- Capacity to take a positive approach to challenges and setbacks and an ability to adapt to change in a positive and productive manner.
- Proficiency in Microsoft Office Suite including Word, PowerPoint and Excel.
- Experience with Sales Force and/or CRM software preferred.

**Salary:** Commensurate with experience.

To apply: Send cover letter, resume and salary requirements to [settleson@gmail.com](mailto:settleson@gmail.com), subject line: 50/50, Director, Investor Initiatives.

\* The 50/50 Climate Project is a fiscally sponsored by As You Sow, a not-profit 501c (3) organization headquartered in Oakland, California.

*The 50/50 Climate Project, (a fiscally sponsored project of As You Sow) will not discriminate against any employee or applicant for employment because of age, race, creed, color, national origin, ancestry, marital status, sex, or sexual orientation. Further, the Project and As You Sow actively seeks to recruit and retain a diverse staff in all areas of operation.*