

Job Description

Director, Natural Climate Solutions Project Origination

Company Information: Blue Source Canada is the leading developer of marketable attributes associated with environmental impact reduction. We have partnered with organizations to generate over 150 million tonnes of greenhouse gas (GHG) reductions and have helped incentive significant new capacity in renewable fuels. We also offer GHG reduction related services and solutions which we deliver to our clients across North America in industrial sectors as varied as renewable energy, oil & gas, higher education, and forestry. Our diverse project experience includes projects ranging from forest carbon, wind power to biomass-to-energy, anaerobic digestion of wastewater to acid gas injection, energy efficiency to composting.

We are a passionate group of people dedicated to delivering real GHG emission reductions and renewable energy projects and we are looking for enthusiastic, personable and like-minded team players to join our team to help us increase our positive impact. We offer a convenient office location in downtown Calgary but are flexible in locations across central and western Canada. We offer flexible working hours, competitive benefits, an entrepreneurial culture and a positive, supportive working atmosphere. Blue Source annually reports its GHG footprint to The Climate Registry and retires sufficient offsets to ensure carbon neutrality.

For more information, please review our website at www.bluesourcecan.com. Should you be interested in the opportunity, please contact Jamie MacKinnon at jamiem@bluesourcecan.com.

General Summary: As the Director, Natural Climate Solutions Project Origination, you will join our growing carbon offset origination team where your core focus will be on originating forest carbon and grasslands conservation offset projects across Canada. Bluesource partners with forest and grassland landowners, Indigenous communities, ranchers, community forests, and conservation trusts to help them monetize the carbon sequestration benefits associated with the sustainable management of their lands. The project origination role involves securing client relationships and partnerships to provide these landowners with offset project development, marketing and monetization services. Given the nature of the partnerships, the business development function requires significant relationship building, education on offsets, technical guidance, environmental market expertise, and contract negotiation. The individual in this role will be on the front line of climate action by educating land stewards across the country on carbon and enabling the protection of natural ecosystems by leveraging the financial value of carbon sequestration.

Primary Responsibilities and Competencies*:

Reasonable accommodations may be made to enable individuals with disabilities to perform the essential functions.

- Self-starter who has an existing network of relationships with landowners and communities managing large forested lands or grasslands that they can leverage such relationships to build a pipeline of contracted natural climate solution offset projects.

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- In relation to carbon offsets from forests, the focus will be on Improved Forest Management, a means of incentivizing forest owners to preserve standing forest stock for its climate benefits.
- For grasslands, the focus will be on avoided conversion of native grasslands through long-term protections against conversion to row crops or industrial/commercial development.
- Ability to lead technical and policy development to identify new natural climate solution offset opportunities for Canada.
- Geographic scope of originating these projects will be Canada-wide but will involve a concentration in key regions and provinces that offer better opportunities for recognition of NCS offsets (BC, AB, SK, MB, ON).
- A passion for the environment and making a difference in the fight against climate change.
- Managing ambiguity and identifying creative solutions to overcome barriers and uncertainties.

*Please note this job description is not designed to cover or contain a comprehensive listing of activities, duties or responsibilities that are required of the employee for this job. Duties, responsibilities, and activities may change at any time.

Required Education, Experience and Certification:

- Bachelor's degree in forestry or related environmental/resource studies.
- Minimum 8 years of professional experience in a related field.
- Established network related to land/resource management within Indigenous communities, private timberlands owners, ranchers or conservation trust landowners.
- Contract negotiation experience.
- Proven track record in client relationship management.
- An understanding of GHG quantification in land-based sequestration.

Preferred Education, Qualifications & Experience:

- Post-graduate degree in forestry or related environmental/resource studies.
- Registered Professional Forester designation would be an asset.
- Proven track record of meeting monthly/quarterly/annual business development targets.

Skills:

- Public speaking skills and a demonstrated ability to engage audiences at professional events.
- Strong quantitative skills.
- Proven business development abilities.
- Strong written and verbal communication skills.
- Self-motivated
- Ability to take initiative

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- Ability to work independently
- Strong work ethic
- Ability to work in a collaborative and team environment

Benefits

- Paid by employer - Comprehensive Medical, Dental, and Vision
- Life & AD&D
- Short Term Disability
- Long Term Disability
- Unlimited Vacation
- 10 paid holidays per year
- RRSP with company contribution
- Competitive salary

Equal Employment

Bluesource is committed to providing equal employment opportunities. All qualified applicants will receive consideration for employment without regard to race, color, creed, religion, nationality, ancestry, national origin, sex (including pregnancy), gender, affection or sexual orientation, gender identity or expression, age, familial status, marital status, domestic partnership or civil union status, veteran status, physical, sensory, or mental disability, perceived disability, AIDS and HIV status, atypical heredity cellular or blood trait, liability for service in the Armed Forces, genetic information or any other protected category under federal, state or local laws.

Bluesource is committed to creating and maintaining a workplace in which all employees have an opportunity to participate and contribute to the success of the business and are valued for their skills, experience, and unique perspectives.

Bluesource Values

- Together, our team is united in its passion for environmental stewardship, integrity, relationships, professional conduct, living for something greater than ourselves and making a lasting impact on our local and global communities.
- At Bluesource, we are proud of our diverse group of individuals from many cultures, backgrounds, and worldviews. Together, we embrace creativity and strong work ethic while fostering a culture of collaboration and accountability.
- In the marketplace, we value transparency and candor and seek to treat clients and competitors as we would ourselves.
- We are also aware that all are fallible and strive to be both solution-oriented and gracious when we fall.