

## **Director- Carbon Markets & Offtaker Relations**

Global, Hybrid

Full-Time Role

### **Job Responsibilities**

As a Director- Carbon Markets & Offtaker Relations focused on Voluntary Carbon Markets and Article 6 mechanisms, you will be responsible for developing and maintaining strong relationships with mid- and senior-level stakeholders at leading companies. Your primary objective will be to actively close transactions that align with both client needs and MicroEnergy Credits' strategic goals.

This role presents a unique opportunity to grow both personally and professionally in a dynamic and rapidly evolving market. You will be trading a range of environmental commodities, including carbon offsets, renewable energy credits, and other sustainability-linked products. These will span across the energy, agriculture, and nature sectors.

Our mission is to help clients mitigate future environmental risks, optimize performance, and leverage our global network. You will receive direct support from the management team and collaborate closely with experienced colleagues to achieve success. Your key responsibilities, including but not limited to, will involve:

- Drive MEC's carbon credit sales strategy across voluntary and compliance markets.
- Identify new market opportunities, pricing mechanisms, and emerging trends in carbon markets.
- Build and maintain a robust pipeline of offtakers and buyers for carbon credits.
- Conduct local market research on the environmental commodities market and contribute to the company's growth efforts.
- Represent MEC in industry forums, conferences, and client engagements.
- Provide strategic insights on carbon pricing, buyer demand, and policy changes.
- Monitor regulatory, compliance, and voluntary market developments.
- Collaborate with internal teams to align the project pipeline with offtaker needs and market demands.
- Work closely with growth, finance, and legal teams to structure a commercial deal.
- Support marketing and communication strategies to position MEC as a global leader.

### **Must Have**

- First language or bilingual in English
- Bachelor's or Master's degree in business, finance, economics, or equivalent
- 5 to 7 years' experience in carbon trading, brokering, and business development
- Skilled in business development, cold calling, networking, and IT/Data applications
- Advanced Excel skills are considered a plus

### **Good to Have**



- An understanding of carbon markets and/or the global climate action landscape
- Regulatory Knowledge (Article 6 of Paris Agreement)
- Go-getter and problem-solving mindset

## **Who We Are**

MicroEnergy Credits (MEC) is a global leader in climate solutions that enables organizations and governments to meet their climate goals by designing and implementing innovative, high-integrity programs across clean energy, sustainable agriculture, and nature conservation. Our programs are grounded in transparency and trust, integrating technology-enabled MRV and trusted partnerships with impact-driven institutions to deliver sustainable, long-term benefits to vulnerable communities.

With nearly two decades of on-the-ground experience, MEC has a proven track record of delivering measurable social and environmental impact in Asia and Africa, having reduced over 10.3 million tonnes of emissions and positively impacting more than 65 million lives. We are now leveraging this expertise to champion innovative carbon removal and Article 6 projects, forging a path towards a future where both people and the planet thrive.

We are a small, dynamic team. Our culture has maintained its start-up ethos of innovation and collaboration at the intersection of environmental markets, clean energy technology, and financial inclusion. Our headquarters are in Mumbai, India.

## **Why Work With Us**

At MEC, impact isn't just a goal—it's our purpose. We serve humanity and the planet by championing bold ideas fuelled by innovation and meaningful communication. Excellence, to us, means enabling every team member to lead with purpose and help others thrive.

We invest in our people with benefits designed to support well-being and growth:

- Work from where you thrive
- Robust healthcare benefits
- Plenty of time to rest and recharge
- A once-a-year team retreat to inspire and connect

## **What We Offer**

MEC is an equal opportunity employer and prohibits discrimination and harassment of any type without regard to race, color, religion, age, sex, 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 or our own sensibilities.