

## Job announcement



### Head of Private Sector Engagement

**Reporting to:** Strategic Partnerships and Communications Director.

**Direct Reports:** None, but possible as funding grows.

**Location:** Preferred location is London but candidates with the right to work in a location where CAF has an office will also be considered. We will not be able to support work visa applications.

**Salary:** Starting salary £75,000

**Terms:** This is a full-time position, or for an outstanding candidate could be considered at 0.8 FTE.

#### Who we are

Launched at the UN Secretary General's Climate Summit in 2019 and with more than \$50m in unrestricted funds raised to date, [the Clean Air Fund](#) is a global philanthropic initiative that works to achieve clean air for all.

The Clean Air Fund makes grants to reduce air pollution – to monitor the state of the air, to develop policies for clean energy and transport, to mobilise the public and to run campaigns. It is well resourced and scaling fast; funded by a growing partnership of leading foundations with interests across health, climate, children, and mobility. It brings these and other organisations together to identify and create best practice, to share learnings and connect people, and ensure solutions are rapidly scaled up and replicated around the world.

90% of the world's population – approximately 6.8 billion people – live in places where the air they breathe is damaging their health. Outdoor air pollution is responsible for 4.2 million deaths worldwide – more than from malaria, TB and HIV/AIDS combined. The causes of climate change are often the same as the causes of air pollution, so tackling air pollution will not just save lives, but can also inject urgency into the climate change agenda. Improving air quality is a win for our planet, as well as its population.

**We believe in a world where everyone breathes clean air.**

We are a new organisation that is clear on what we offer and what we expect from everyone in the team. We offer the opportunity to be at the heart of efforts to reduce air pollution across the globe, working with an exceptionally high calibre team. You would be part of shaping a growing and ambitious organisation, benefitting from our support and commitment to your learning and career development.

In turn everyone who works with us is expected to share our values – collaborative, dynamic and evidence-informed - and to do their utmost to deliver our strategic objectives according to their role. As we are growing rapidly, comfort with almost continuous change is vital as is the desire to learn, improve and grow with the organisation.

### **How our work is organised**

We organise our grantmaking, movement building, and direct delivery work as follows:

#### **1. GLOBAL PROGRAMMES:**

- a. Focused on building global political will, mobilising funding, and supporting the development of knowledge and networks relevant to tackling air pollution at regional and global scale.
- b. Current global partners include C40 Cities Climate Leadership Group, the World Economic Forum, and the World Health Organisation.

#### **2. COUNTRY PROGRAMMES:**

- a. Focused on testing approaches, achieving lasting change, and sharing the lessons learned in a specific geography.
- b. We are currently working in India, East & Southeast Europe (Poland and Bulgaria), and the United Kingdom, and are planning to begin work in Ghana in early 2022.

#### **3. THEMATIC PROGRAMMES:**

- a. Our thematic programmes work across all our geographies to develop knowledge and networks and to deliver lasting change in areas that are crucial to action on air pollution. These include data, health, private sector engagement and campaigning.
- b. Our data and private sector engagement (PSE) strategies are in place. We are developing strategies to guide our campaign and movement building work, our health activity, our global advocacy, and our strategic communications.

### **About Private Sector Engagement (PSE) at Clean Air Fund**

Private sector activity is both a massive contributor to polluted air and a source of the ideas, action, financing, and technology needed to address the problem. The Clean Air Fund is building alliances with companies and civil society to encourage fast action to reduce air pollution across corporate value chains.

With a private sector strategy just approved by our Board, the new Head of Private Sector Engagement will lead ambitious efforts to: engage multinational companies in global alliances for action; influence

the adoption of methodologies for measuring corporate air pollution footprints; integrate corporate action on air pollution with greenhouse gas emissions reporting; support civil society pressure on companies to act fast; and build strategic partnerships with key corporate allies of the Clean Air Fund.

Our phased approach starts by building a coalition of the willing but will move in time to press heavy polluters to reduce their contributions to air pollution.

This is not a 'typical' corporate fundraising role. The Head of Private Sector Engagement will build and develop strategic multi-lateral and bilateral partnerships to achieve emissions reduction, recruit and mobilise corporate champions to advocate for clean air and drive private sector innovation for clean air solutions. While financial investment from corporations is part of our funding mix, our engagement is driven by achieving impact through changing business practices, not fundraising.

### **Job purpose**

Lead Clean Air Fund's global engagement with the private sector and civil society to achieve demonstrable reductions in air pollution by multinationals and large national corporations.

### **Scope of role**

Direct responsibility for all global private sector partnerships and efforts to reduce corporate air pollution; working with World Economic Forum (WEF) leaders and company representatives participating in our flagship global corporate initiative, the Alliance for Clean Air, formed in partnership with the WEF; engaging directly with company leaders to encourage participation in the Alliance and supporting CAF's Director of Strategic Partnerships and Executive Director in their corporate engagement conversations; supporting national corporate engagement in CAF geographies led by country portfolio managers; developing key bilateral relationships; task managing CAF staff allocated to corporate projects.

### **Key working relationships**

This role reports to the Strategic Partnerships Director and will work closely with other members of the Senior Leadership Team, including the Executive Director and Programmes Director. The post-holder will liaise closely with CAF's Head of Communications, portfolio managers and analysts. The successful candidate will build effective relationships with World Economic Forum leaders, senior corporate figures in existing and prospective allies and partners, and with civil society groups that support and track corporate action on air pollution.

### **Key accountabilities**

#### **Strategy**

- Implement the PSE strategy and associated 3-year work plan, to deliver strong, verifiable corporate action on reducing air pollution; update strategy and plans when necessary.

- Build a portfolio of tools and briefings that will encourage and support private sector measurement and reporting of air pollution footprints, make the case for the economic and social benefits of corporate action and provide case studies of positive action to encourage peer emulation.
- Scope for future delivery a plan to encourage creation of private sector finance products to support delivery of clean air at national or city level e.g., social impact finance instruments and green bonds.

### **Project Management and Grant development**

- Effectively manage existing grant relationships with the WEF, including tracking performance and financial indicators; plan and negotiate a follow-on relationship for 2023.
- Lead CAF's engagement with the Alliance for Clean Air, ensuring it successfully delivers impact through its members measuring, reporting, and reducing their air pollution.
- Analyze, distill, and share insights and lessons learned among partners and showcase approaches that lead to significant reduction of corporate air pollution.
- Develop and oversee delivery of strategic grant-funded or contracted projects, for example, to support the integration of measurement and reporting of corporate air pollution within existing GHG frameworks. Ensure robust financial management and quality assurance of projects.

### **Partnership Development**

- Work in partnership with the WEF team to develop a pipeline of multinational companies in order to grow the Alliance for Clean Air from its founding 10 members to at least 65 companies by 2025.
- Build strategic partnerships with key corporate allies to support the Clean Air Fund in a variety of ways, including financial backing, in-kind gifts, and staff secondments
- Work with portfolio managers to support the development of national corporate clean air coalitions in CAF's geographies, building on work already done in India and the UK with business associations and partnerships.
- Identify, convene, and work with civil society groups to help them press for corporate action through outside engagement e.g., via asset managers, shareholder pressure, supply chain monitoring etc.

### **Other**

- As with all growing organisations, this list is not exhaustive and will evolve over time. There are likely to be line management responsibilities as additional team members are recruited to deliver our expanding corporate partnerships portfolio.

### **Person Specification**

#### **Essential technical competencies**

- Significant experience of developing and managing mission-driven corporate partnerships, preferably at the multinational level.
- Experience of working with senior corporate decision-makers, up to CEO and board level.
- Strong relationship management skills, capable of flexing to different audiences, from industry executives to non-profit advocates to research experts.

- Experience working with international partners and bodies, cross-border coalitions, or multilateral organisations, ideally advocating for shared goals.
- Excellent project management skills including managing partners, grantees, and external agencies.
- Line management experience, preferably within a matrixed leadership setting.
- Degree level education or workplace experience of equivalent value.

#### **Desirable technical competencies**

- Experience of working with corporate alliances to achieve shared goals, ideally in the areas of sustainability, climate mitigation or responsible business initiatives.
- Corporate fundraising experience.
- Awareness of corporate greenhouse gas reporting standards, practices, and systems.
- Knowledge of asset management industry and/or social impact investing.

#### **Essential behavioural competencies**

- Ability to create strong interpersonal relationships, effective partnerships, and networks, building trust and rapport with diverse stakeholders.
- Ability to manage and prioritize a high workload and multiple tasks in a fast paced environment with tight deadlines.
- International perspective and awareness of how cultural difference can impact interactions, with sound political judgement.
- Strong written and verbal communication skills. Confidence and presence as a public speaker, and clear and compelling communication style.
- A 'do-er'. Dynamic, able to work at pace and respond to opportunities, with excellent attention to detail as well as the ability to see the "big picture"
- Ability to work autonomously and with an instinctive problem-solving approach
- Demonstrable alignment with CAF's mission, values, and goals.

#### **How to Apply**

For an informal chat about this role please email Zoe Oldham at [zoeoldham@darylupsall.com](mailto:zoeoldham@darylupsall.com), an applicant's pack is available at the same email address. To apply for the post, please send a letter of application stating the skills and approach you would bring to the role, along with your CV/resume in English to the above email address and do let us know where you saw this exciting role.

**The deadline for application is Sunday 16<sup>th</sup> January 2022**