

## **Managing Director, SBTi Services**

**Location: London / frequent travel to London**

### **About the SBTi:**

The Science Based Targets initiative (SBTi) is hiring a new Managing Director for its Services subsidiary, which processes commitments and target validations by corporates.

The SBTi has been incredibly successful in recent years, with over 12,000 companies worldwide having set or committed to set emissions reductions targets using its framework. It has particularly extensive corporate networks in the United States, the UK, Europe and Asia. In the next phase, the SBTi will evolve its approach, designing standards which translate climate science to actions which companies should be taking to reduce their carbon footprint as well as working with companies, individually and at a system level, on the implementation journey. The aim will be to build the SBTi's community of companies, with particular growth opportunities in emissions intensive sectors, in Asia, and through supply chains of companies that it already works with. The SBTi will play a leading role in the ecosystem for corporate net-zero transition, working with partner organizations to ensure that there is a coherent collective approach.

The SBTi is an independent legal entity, registered as a charity in the UK. It is a mission driven organization, with employees who are committed, professional and capable; there are just under 200 employees, with hubs in Mexico City, London and Berlin. Revenues are from a combination of payments for validation services and philanthropic funding.

The CEO of the organization is David Kennedy, who has a twenty-year track record of leadership and impact on energy and net-zero, in the UK, Europe and internationally. The Chair of SBTi's board is Francesco Starace, previously CEO of the Italian energy utility ENEL. The board includes representatives of partner organizations, members who bring business experience, as well as leaders of international climate action.

The SBTi is an equal opportunity employer – committed to building an inclusive workplace and diverse staff, where all can thrive. We welcome and strongly encourage applications from candidates of all identities and backgrounds, and do not discriminate on the basis of race, color, religion, gender or gender identity, sexual orientation, national origin, disability, or age.

For more information, please visit [www.sciencebasedtargets.org](http://www.sciencebasedtargets.org)

**The SBTi Services website includes details of its services, and governance: [Set a science-based target today - SBTi Services](#)**

### **About SBTi Services**

SBTi Services is a wholly owned subsidiary of the SBTi. It registers companies, processes their commitments to reduce emissions, and validates their emissions reduction targets. It charges fees for validation of targets, providing revenues that are used to cover the costs of Services and fund the parent organization.

Services is a complex, high-volume transaction processing operation, validating around 2.5k emissions reduction targets annually. It has around 50 staff organised in three teams. Recently manual processes were replaced by the introduction of a digital system, including a portal for companies to interface with Services, together with a processing system used by the Services teams.

There has been very significant progress to increase efficiency and drive customer service improvements. The intention is to build on this and make further progress in both respects.

The Managing Director will work closely with the SBTi CEO, David Kennedy, and report to the independent board of SBTi Services, which is chaired by Umberto Malesci.

### **Key responsibilities of the Managing Director**

- Leading the Services subsidiary of SBTi, with full P&L responsibility, maintaining and improving high performance, including delivering to agreed volume targets and budget while achieving a high level of customer satisfaction.
- The Managing Director will be the key person interacting with the Services Board (chair plus three directors), and will work with them to design and implement the Services strategy.
- They will also work closely with the CEO of the SBTi, to ensure that Services delivers what is required to support the strategy of the parent organization.
- They will be required to set direction for the Services teams, and ensure that they are supported to deliver.
- They will also be required to lead on ownership of digital development, working closely with the SBTi's technology team.
- The Managing Director will interact with corporates at a senior level.
- They will be a key member of the SBTi's Executive Leadership Team.

### **Essential skills and experience needed:**

- Leadership experience in a commercial / sales / customer service organization.
- Leadership of a high volume, complex transaction processing operation, including a track record for driving efficiency gains, and customer service improvements.
- A proven ability to think strategically, turning high-level objectives into actionable and monitorable approaches.
- People leadership skills, creating a strong sense of team, empowering people to perform at their best.
- Budget management including P&L responsibility and revenue generation.
- Stakeholder management including interaction with businesses.

### **Desirable:**

- Experience of net-zero corporate transition.
- Experience leading commercial strategies to grow revenue.

### **Terms of appointment**

- The job will be based in London; people able to travel frequently to London will also be considered.
- A competitive salary will be offered.

### **Process**

- The SBTi has retained Saxton Bampfylde to advise on this appointment.
- Shortlisted candidates will be interviewed in March by a panel including the Chair of SBTi Services, the SBTi's CEO and a member of the SBTi's Board of Trustees.

### **How to apply**

- Saxton Bampfylde Ltd is acting as an employment agency advisor to Science Based Targets initiative on this appointment.
- Candidates should apply for this role through Saxton Bampfylde at [www.saxbam.com/appointments](https://www.saxbam.com/appointments) using code NBXLA
- Click on the 'apply' button and follow the instructions to upload a CV and cover letter and complete the online equal opportunities monitoring\* form.
- The closing date for applications is midnight on Thursday 5 February.

\* The equal opportunities monitoring online form will not be shared with anyone involved in assessing your application. Please complete as part of the application process.

### **GDPR personal data notice**

According to GDPR guidelines, we are only able to process your Sensitive Personal Data (racial or ethnic origin, political opinions, religious or philosophical beliefs, trade union membership, genetic data, biometric data, health, sex life, or sexual orientation) with your express consent. You will be asked to complete a consent form when you apply and please do not include any Sensitive Personal Data within your CV (although this can be included in your covering letter if you wish to do so), remembering also not to include contact details for referees without their prior agreement.

### **Due diligence**

Due diligence will be carried out as part of the application process, which may include searches carried out via internet search engines and any public social media accounts.