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**JOB TITLE**                      **Partnerships Manager – Small and Medium Enterprises**

**PORPOSED START DATE** **19 July 2022**

**REPORTS TO**                      Adrian Enright, CEO, TEM Corporate

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## JOB DESCRIPTION

### About TEM

TEM works with leading global brands to deliver high integrity carbon offsets to support their carbon neutral and net zero goals, including the likes of Qantas, Singapore Airlines, Lendlease, Australia Post and DHL. TEM is significantly expanding its Sydney and Melbourne offices across the three areas of the TEM Business: corporate offsetting (TEM Corporate), project development (Climate Positive) and carbon calculations and offsetting software (BlueHalo).

At TEM we practice what we preach. We are a B-Corp certified organisation, certified carbon neutral by Climate Active, a member of the Carbon Market Institute (CMI) and a signatory to the CMI Code of Conduct.

### The role

This role will work within the TEM Corporate team to lead our work with existing and new Small and Medium Enterprise (SME) clients to develop high integrity carbon offsetting portfolios as part of their transition to the net zero economy. The role will also have a unique opportunity to help establish an online marketplace for SMEs to offset with TEM. The role will deliver you opportunities to shape the future of our clients by working with them to develop carbon offset portfolios that deliver real emissions reductions and powerful impacts to communities and biodiversity. The role will provide you with opportunities to visit our project sites, lead industry engagements and work alongside a passionate group of people looking to make a lasting positive impact on corporate climate change commitments.

The role will work closely alongside four other new Partnership Managers working across key industry's and will report directly into the TEM Corporate CEO. There are no direct reports of this position.

### You'll be responsible for

- Managing existing SME clients as their key account manager with a focus on working with our commercial team to develop high integrity carbon offset portfolios to match their budget and strategic requirements over multiple years

- Developing and executing a business development plan to establish new long-term offsetting commercial partnerships with other SME clients and channel partners
- Project managing the design and go-to-market of a world-class online SME marketplace for new offsetting clients
- Working alongside other Partnership Managers to develop new partnership offerings across other parts of the TEM business, including new carbon projects and BlueHalo
- Other roles including
  - TEM brand ambassador in key market events etc. (e.g., Carbon Market Institute Summit, industry events/conferences, etc.)
  - Regular (one every two months) blog contributions
  - Contribute to lead generation with market and client research in key areas of strategic growth for TEM Corporate

- What you need to apply**
- 5-10 years' experience working alongside SMEs with a focus on climate change and sustainability
  - Outstanding project management skills. Experience in the project management of technology platforms seen as an advantage, but not essential
  - Passionate mindset to shape corporate climate change agendas with a sharp business acumen
  - Excellent client liaison skills, business development and negotiating skills
  - Highly organised, ability to manage competing priorities and meet deadlines, and remain calm under pressure in a fast-paced environment,
  - Excellent interpersonal and communication skills, with the ability to build relationships and influence stakeholders at all levels
  - Experience in carbon markets is considered an advantage

**You'll thrive in this role if you bring**

- TEM is a company that thrives in making impact on reversing climate change. We bring a pioneering mindset that is ambitious and creative in building our part of the net zero economy. We trust and empower each other and interact with respect and empathy. If you're someone that brings these attributes, you will do well with TEM.

**Location**

- Sydney and Melbourne, with consideration given to other locations for the right candidate

**Remuneration**

- Base salary + annual performance bonus to be negotiated

**How to apply with TEM**

- Please apply by submitting a cover letter outlining what you will bring to TEM (1 page maximum), and CV (maximum 2 pages) to [careers@tem.com.au](mailto:careers@tem.com.au).
- You must hold the right to work in Australia.

**Applying with TEM**

- TEM is an equal opportunity employer committed to providing a working environment that embraces and values diversity and we encourage women and people from culturally diverse, Aboriginal and Torres Strait Islander backgrounds to apply.