

**FORLIANCE** initiates, finances, creates and manages robust nature-based climate projects and integrates them into sustainability strategies with our clients to achieve their Net Zero Carbon targets. Together with our global partners, and our 50+ team members in ten countries, we strive to create intact forests and ecosystems that positively impact our climate, biodiversity and human well-being. We offer companies effective solutions for climate protection by developing individual climate protection strategies.



To support our team's mission to proactively promote climate protection, we are looking for a

## Partnerships Manager

Together with our team, you will continuously expand our partner and customer network and thus proactively support us in promoting corporate climate protection.

### YOUR TASKS:

- Nurturing and expanding our cooperation with strategic partners and clients
- Own responsibility for selected product categories
- Responsibility for the acquisition of new customers, from initial contact (in-/outbound) to onboarding, in close coordination with the team
- Supporting the delivery of client projects
- Close cooperation with our teams in the areas of Climate Strategy and development of climate protection projects
- Tracking current developments in the voluntary carbon market as well as international best practices for corporate climate action
- Expansion of the Climate Solutions network throughout Europe, with a focus on Germany

### YOUR PROFILE:

- At least 2 years of relevant experience in B2B account management/sales and corporate sustainability, ideally including voluntary carbon markets
- Sound understanding of the challenges of regionally as well as internationally operating companies and ability to communicate complex issues
- Strategic sales competence and self-responsible, results-oriented working style
- Proven confidence in direct contact with managing directors and senior decision-makers
- Strong identification with the topic of climate protection
- Fluent written and spoken English and German are a prerequisite, Spanish and/or French an advantage

This is a full-time position. Workplace in Germany / remote work possible. Starting date as soon as possible. We look forward to receiving your application in English with CV, a description of your expertise, salary expectation and earliest start date via e-mail to [jobs@forliance.com](mailto:jobs@forliance.com)



**Uschi Dellian**  
Manager HR & Office

### WHAT WE OFFER:

- Collaboration in an international interdisciplinary and dynamic team
- Exciting field of work at the interface between business and climate protection
- A casual work environment with impact
- A comprehensive introduction to our team and processes while providing the space to develop your own solutions – new ideas are expressly welcome
- Remote work possible if preferred
- Regular training and capacity building

### OUR MISSION:

#### We let values **GROW**:

- we grow well financed, managed and monitored forests and ecosystems
- we grow long-term alliances with project stakeholders and clients
- we grow financial mechanisms and payment for ecosystem services to scale and improve projects
- we grow transparency and traceability through robust carbon standards, digital solutions, and earth observation technologies
- we grow the competency of our team by trainings, education and onboarding world leading experts

#### We create positive impact on our **CLIMATE**:

- we partner with implementation organizations, international investors and development banks to develop the most robust climate projects
- we help industry clients to account and manage their greenhouse emissions
- we monitor, report and verify impact and results of performance indicators
- we create climate solutions that are based on scientific research
- we initiate transformation to fight climate change and to achieve carbon targets.

#### We take **ACTION**:

- we mobilize finance for ecosystem services and develop new integrated value chains together with local stakeholders
- we use nature to build robust and proven carbon sinks by applying internationally recognized carbon standards and methodologies
- we turn carbon reduction plans into concrete action, and projects
- we think new ways and combine proven nature-based solutions with innovative financial mechanisms and state-of-the-art technology
- we unlock new climate action project types and promote developing of new methodologies for carbon sinks