

POSITION DESCRIPTION

# SENIOR BUSINESS DEVELOPMENT LEAD AMERICAS

TEAM| *BUSINESS DEVELOPMENT AND ENGAGEMENT*  
LOCATION| *UNITED STATES*  
MANAGER| *BUSINESS DEVELOPMENT MANAGER AMERICAS*  
DIRECT REPORTS| *N/A*



GLOBAL CCS  
INSTITUTE

# WHO ARE WE | A FOR-PURPOSE ORGANISATION

## VISION

CCS is an integral part of the net-zero emissions future.

## MISSION

To accelerate global deployment of CCS.

**“We champion a sustainable future with global collaboration on CCS.”**

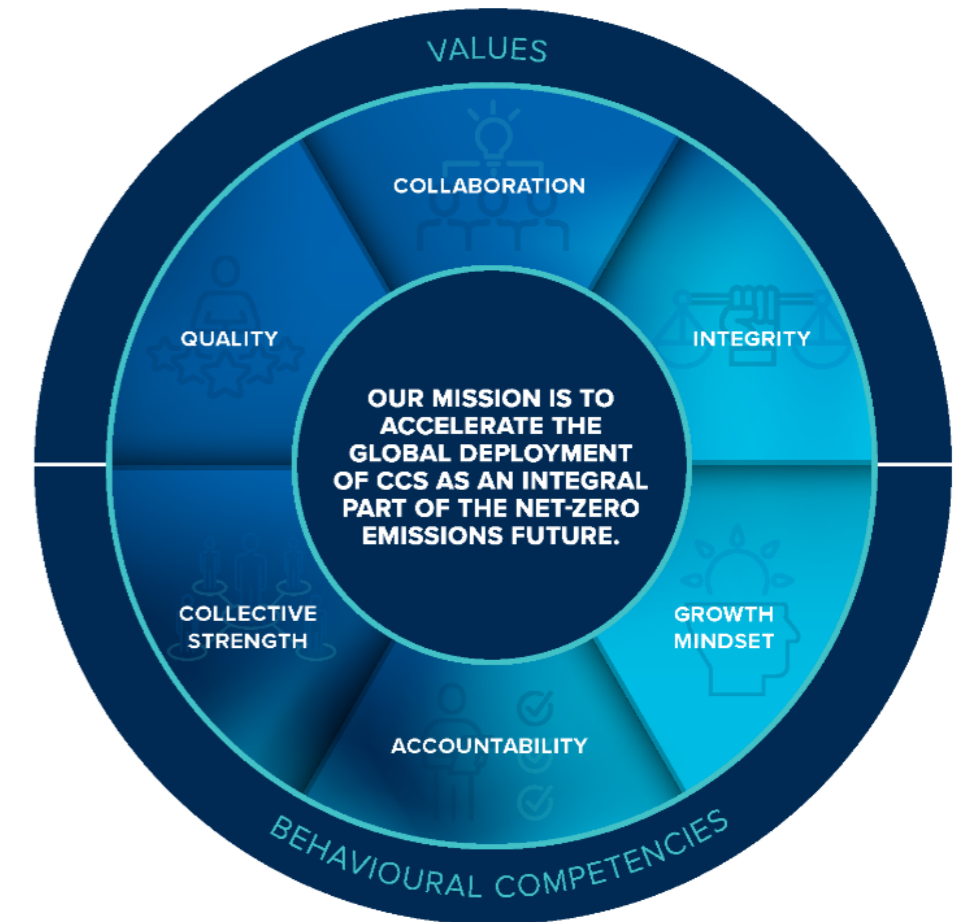
# WHAT ARE WE | AN INTERNATIONAL THINK TANK

Over 200 members across governments, global corporations, private companies, research bodies and NGOs, all **committed to a net-zero future.**

Approximately 60 staff globally; Office locations include Melbourne (Head office), Houston, Washington D.C., London, Brussels, Abu Dhabi, Beijing, and Tokyo.

Collectively, our CCS subject matter expertise spans (a) carbon capture, transport, and storage technologies, (b) CCS policy, legal, and regulatory frameworks, and (c) CCS finance and economics.

Together, reinforced by our **Values** and **Behavioural Competencies**, we lend our skills and expertise to tackling the climate change challenge by **delivering impact for CCS**, changing the world for the better.





# HOW WE OPERATE | VALUES AND BEHAVIOURAL COMPETENCIES

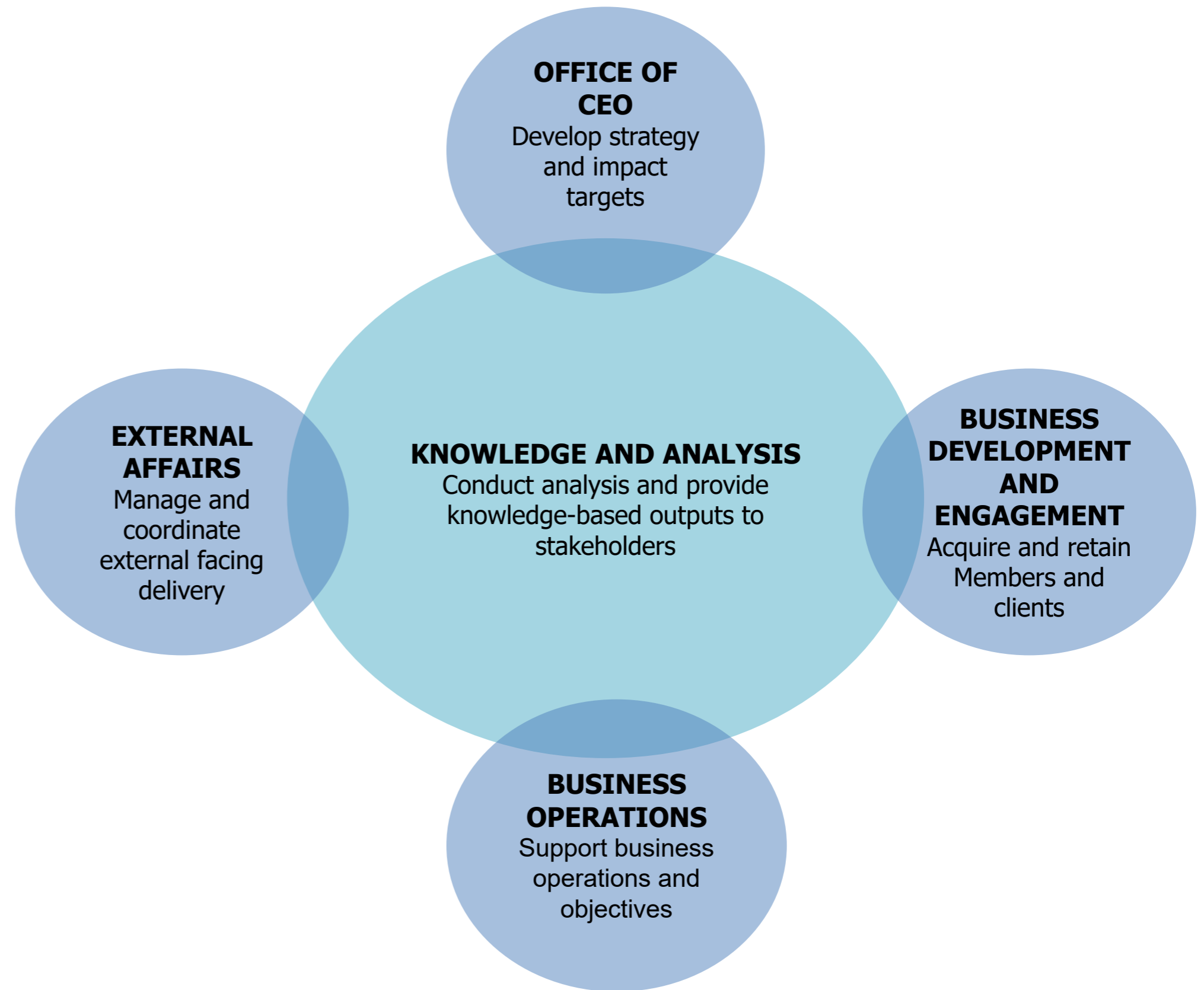
Our **Values (Quality, Collaboration, Integrity)** underpin the way we do things at the Institute and guide us internally in our day-to-day work. Our **Behavioural Competencies (Collective Strength, Accountability, Growth Mindset)** complement our Values with the aim to amplify each aspect and are essential to ensure we deliver impact for CCS.



# OUR TEAMS

## HORIZONTAL MINDSET

“We do our best when we work together. By adopting a horizontal mindset, we operate as one team with a shared purpose to create impact for CCS.”



# HOW YOU CONTRIBUTE

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Business Development and Engagement operationalize global strategies related to Member and client acquisition and retention.

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The Senior Business Development Lead Americas is responsible for delivering on the Institute's ambitious growth strategy by developing profitable business opportunities with new and existing Members and clients.

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## KEY RESULTS IN PRACTICE

- Seek, act on, and communicate Member and client feedback.
- Targeted pipeline of prospective new Members and clients align with strategic priorities and revenue targets.
- Relationships with external stakeholders enhance the Institute's reach and influence aligned with strategic priorities.
- Demonstrate communication and collaboration across functions to identify solutions, innovate, and support each other via active participation in team meetings, emails, Teams, etc.

# CONTRIBUTIONS IN PRACTICE

- Lead designated Business Development and Engagement activities in the region.
- Contribute to and execute Business Development and Engagement strategy aligned with strategic priorities.
- Contribute to the Institute's culture by embodying our Values and Behavioural Competencies.
- Create, maintain, and grow effective relationships with new and existing Members and clients aligned with strategic priorities.
- Build and execute against a targeted pipeline of potential new Members and clients consistent with the Business Development and Engagement strategy.
- Act as designated relationship manager for Members, clients, and strategic partners.
- Promote the Institute at events, delivering key messages in line with Business Development and Engagement strategy, in collaboration with the External Affairs team.
- Grow and maintain strategic external relationships.
- Other duties as required.

# YOUR CAPABILITIES

## Qualifications

- Tertiary qualification in a relevant field and or equivalent practical experience

## Attributes

- Collaborative
- Humility
- Curiosity
- Results-focused
- Commercially astute
- Integrity
- Adaptability
- Team player

## Skills

- Strategic
- Communication
- Influence and persuasion
- Business development and relationship building
- Public speaking