

## JOB DESCRIPTION

**Job Title:** Director, Project Development

**Location:** Washington, DC

### Summary of the Position:

Verdeo Group is an exciting early-stage company that helps US businesses reduce their carbon footprints by developing emission reduction projects. We work side-by-side with our customers to ensure that they fully benefit from the emerging financial opportunities in the carbon market. By providing an integrated solution that includes technology, carbon market knowledge and capital, we align our interests with those of our customers to help them maximize the value of their carbon assets. Backed by Black River Asset Management LLC, an independent subsidiary of Cargill, and Wolfensohn & Company, the company aims to be a leading provider of emissions reduction solutions in the emerging US carbon offset market.

The primary role of the Director, Project Development is to manage the development of emission reduction projects, particularly in the oil/gas sector. In this role, the Director, Project Development will report to the Managing Director of the oil/gas division and lead multi-disciplinary project teams comprised of Verdeo staff, customer executives / employees, field operators, third-party technical partners, service providers, and financiers. He or she will play a critical role identifying emission reduction opportunities within a customer's operations, prioritizing those projects, and then managing projects to a successful conclusion. As a senior member of the company's management team, the Director, Project Development contributes to Verdeo's strategy, customer relationship management, and project evaluation and analysis. The role requires strong project management skills, an ability to quickly gain the respect of oil/gas company management and operations personnel, and a capacity to translate operational challenges into economic and commercial realities.

### Principal Duties and Areas of Responsibility:

- Lead detailed feasibility studies to evaluate the technical, financial and operational potential of a wide range of emission reduction projects from oil/gas production, processing, and transmission systems;
- Work alongside experienced field operators and professional engineers to design, develop, and operate systems to capture and utilize methane released from oil/gas production, processing, and transmission systems;
- Plan and conduct detailed project execution plans, including selection and coordination of third-party contractors;
- Develop project financial models, and present analysis and make recommendations to senior management various project financing structures;
- Lead multi-disciplinary Verdeo project execution teams, coordinating support from across the company regularly presenting updates to senior management;
- Thoroughly document project designs and present convincing arguments in formal reports for third-party audits;

- Draft and manage carbon offset project documentation and the associated processes;
- Coordinate and manage activities performed by third-party regulators, validators, verifiers, and engineers;
- Track operating performance of projects to ensure greenhouse gas abatement and generation of carbon credits;
- Concurrently manage a portfolio of multiple emission reduction projects;
- Evaluate emerging technologies and determine their potential to enable cost-effective emission reduction project opportunities;
- Support Verdeo new customer origination, business development, and corporate strategy activity.

**Desired Profile:**

- At least 8 years of professional experience, preferably in at least one of the following disciplines: technical project development and operations management, project finance, or strategy consulting.
- Engineering background and direct experience in the oil & gas and power sectors highly desirable.
- Petrochemical and process engineering degrees desirable.
- Strong financial modeling and investment experience.
- Demonstrated customer relationship management and project management skills.
- Desire to work in a dynamic, fast-paced environment where everyone is expected to balance multiple roles and commitments.
- Entrepreneurial team player, willing and able to work long hours and contribute in multiple ways in a start-up environment.
- At least a basic understanding of carbon markets.
- Willingness to travel extensively in North America.

**Compensation:**

Competitive salary, participation in company stock option plan, and eligible for an annual bonus

Please send CV and cover letter to: [careers@verdeogroup.com](mailto:careers@verdeogroup.com)