

# Job description

## Product Manager: nature data and analytics

We are looking for a Product Manager to work with our highly qualified biodiversity specialists and help us take our biodiversity and nature data and analytics offerings to the next level. Working within our Research and Development team, the role will have an outward-facing component to help us understand market needs and opportunities and to package our offerings. There will also be an inward-facing role to help manage our technical staff to deliver client-ready products.

The ideal candidate would blend industry knowledge (e.g. previous work for commercial ESG data providers), biodiversity knowledge (at least enough to work effectively with technical experts), and effective management and commercial skills to help catalyse our mission of mainstreaming nature into business and finance decision-making.

As biodiversity has become increasingly prominent in business, government, and societal concerns and actions, we are seeing a surge in the number of businesses seeking to understand their biodiversity risks and dependencies. The Biodiversity Consultancy has been a leader in this transition, actively expanding the range of companies interested in biodiversity from traditional extractive sectors to include a wide range of consumer goods companies and financial institutions, playing a key role in developing metrics and approaches for assessing and managing business impacts and dependencies on biodiversity.

## Responsibilities

- **Identify market opportunities:** Help us understand client needs and opportunities, packaging our offerings into discrete products and/or data services, and work with our communications / marketing team to develop marketing materials.
- **Client-centric design:** by converting understanding of client needs into design specifications, with a focus on interface, delivery mechanism, value tiering, price points.
- **Delivery management:** support technical experts to deliver client-ready products and services on time and budget.
- **Partnership management:** negotiate and manage relationships with upstream partners (e.g. data providers), implementation partners (e.g. software interface designers), and downstream delivery partners (e.g. resellers).

## Essential skills and experience

- Demonstrated track record of successfully taking products and services based on data services and analytics to market.

- Experience with sales, branding and marketing.
- Ability to clearly identify customer needs and communicate technical products and opportunities to them.
- Ability to work diplomatically with a wide range of interest groups and manage negotiations.
- Clarity of focus and communication in identifying and prioritising most important products for development.
- A good understanding of the relevance of biodiversity and nature data for the business and finance.
- Excellent written and spoken English.

## Desirable attributes

- Experience with commercial data providers, ideally in the ESG sector.
- At least an Honours degree in a relevant field, such as ecology, environmental sciences, climate.
- Proficiency in other languages (especially French or Spanish) is an asset, given our wide range of international clients.
- Experience in business and biodiversity, sustainability, and/or biodiversity conservation.

## Role details

- Permanent.
- £ Competitive salary and benefits include potential annual bonus, 25 days' holiday, work pension scheme, life insurance and flexible working.
- Ideally UK-based (preferably Cambridge), remote locations in strategic locations possible for exceptional candidates. The Biodiversity Consultancy holds a UK visa sponsorship licence for international applicants.

## Application details

- To apply, please send a covering letter and CV by email to: [recruitment@thebiodiversityconsultancy.com](mailto:recruitment@thebiodiversityconsultancy.com).
- Application deadline is 1<sup>st</sup> February 2023. Early applications are encouraged. We reserve the right to appoint earlier should the right candidate be found.

The Biodiversity Consultancy is committed to diversity and inclusion and welcomes applications from all backgrounds.

## About us

The Biodiversity Consultancy works with business and finance to integrate nature into sustainability strategy and practice. Since 2006 we have guided clients across sectors and around the world to respond to biodiversity- and nature-related risk and create new ways of working which deliver business value and safeguard our natural environment.

Our team are purpose-driven biodiversity and sustainability experts, trusted by household names, financial institutions, governments, and leading NGOs to deliver strategic guidance and deep technical expertise. From

single sites to global systems, we equip our clients with the knowledge, capacity, and tools to create meaningful change and achieve their nature-related goals.

We place a high value on the experience and expertise of our staff and strive to create the conditions for individuals to grow and flourish in a stimulating, collaborative and flexible culture. Personal development is important to us and as such we offer a comprehensive, tailored induction and ongoing in-house and external training opportunities.

At heart we are committed conservationists, who believe we can make more of an impact by working with business. We take significant steps to live our values, from our due diligence process to environmental policies covering the way we work. We invest in the environmental leaders of the future through our internship programme and donate 12.5% of our profits to environmental causes chosen by staff.

More can be found about our work and our team at [www.thebiodiversityconsultancy.com](http://www.thebiodiversityconsultancy.com).