



## Strategic Partnerships Lead

### Location:

This is a full-time role based in London with some flexibility to exceptional candidates that can frequently travel to London from elsewhere in the UK and Europe, with a salary dependent on experience.

### Job Purpose and Background:

The Science Based Targets initiative (SBTi) is seeking an experienced partnerships expert to lead the SBTi's cross-organisational approach to managing strategic partnerships.

This role will be part of the SBTi's Strategic Partnerships team, reporting to the Associate Director, Strategy & Partnerships. The Strategic Partnerships Lead is responsible for implementing the partnerships strategy, including building the alignment of partnerships across the SBTi, and growing strategic relationships. This role will offer the chance to demonstrate leadership skills to shape the SBTi's partnership model in a period where the SBTi is implementing a new strategy, where partnerships are a key lever for growth.

The ideal candidate should have experience building partnerships to deliver impact in an organisation going through a growth/evolution phase. They should also have an excellent network in the corporate climate action space (ideally including some public and private sector experience), strong relationship building skills, and project management and organisational skills. The candidate should also clearly demonstrate their alignment with the SBTi mission and values, as well as flexibility, and a spirit of collaboration and growth.

### About the SBTi:

The SBTi is a global body enabling businesses to set ambitious emissions reduction targets in line with the latest climate science. It is focused on accelerating companies worldwide to halve emissions before 2030 and achieve net-zero emissions before 2050.

The SBTi defines and promotes best practices in science-based target setting, offers resources and guidance to reduce barriers to adoption, and independently assesses and approves companies' targets.

For more information, please visit [www.sciencebasedtargets.org](http://www.sciencebasedtargets.org)

### Key Responsibilities

- **Activating effective partnerships across the organisation:** ensuring that partnerships are managed in line with the SBTi strategy and 2026 business plan by partnership points of contact across the SBTi. This includes regularly monitoring the quality of partnerships and working with the Associate Director of Strategy and Partnerships to ensure alignment with the strategy.
- **Training partnership points of contact across the SBTi:** to ensure the partnerships strategy is being strategically utilized across the organisation to meet our goals, while also collecting feedback for continuous improvement.

- **Building strategic partnerships:** working with the Associate Director, managing sensitive and important partnerships, while also acting as a central point of contact for new partner prospects. This includes regularly meeting with partners online and in person, including attending events to build partnerships (for eg London Climate Action Week, and other major global climate events).
- **Deeper partner alignment:** ensuring partnership points of contact are keeping their partners updated on the SBTi's activities and equipped with materials to support growth of the SBTi, while also sharing important feedback within the SBTi.

### Essential skills and experience needed:

- **Experience:**
  - Essential:
    - Previous experience building and leveraging a partnerships strategy for an organisation undergoing growth.
  - Desirable:
    - Experience working with public and private sector actors.
    - Understanding of sustainability standard setting and corporate engagement in sustainability contexts.
- **Project management:** Strong cross-organizational project management and collaboration skills.
- **Corporate Sustainability Expertise:** Good knowledge of climate change, GHG emissions accounting, and corporate mitigation strategies.
- **Flexibility:** Proven ability to work in a hybrid working, fast-paced environment.
- **Strategic and Analytical Skills:** Demonstrated strategic thinking capability, with strong analytical and problem-solving skills. Flexibility to adapt to changing priorities and environments.
- **Communication Skills:** Strong interpersonal and relationship building skills.
- **Experience:** 8-10+ years of experience, and ideally an advanced degree, or equivalent experience, in sustainability, environmental science, or related fields.
- **Language Proficiency:** Excellent command of English, both verbal and written. Additional language skills are desirable.

### Important information before you apply:

- This is a full-time role based in London with some flexibility to exceptional candidates that can frequently travel to London from elsewhere in the UK and Europe, with a salary dependent on experience.
- The position is a 12-month fixed-term contract with the possibility and intention of being transformed into a permanent role.
- This role holds a maximum 6-month probationary period, depending on country legislation.
- Interested candidates should be legally allowed to work in the specified countries and already be visa holders.
- **The SBTi cannot sponsor working visas.**

### What we offer:

- Working in one of the most successful and fastest-growing initiatives driving climate action.
- Exciting and challenging tasks in a dynamic, international, innovative, and highly motivated team.

- Training and development.
- 30 days of time off, plus your country's public holidays.
- Competitive NGO salary range

**If you are interested, please [apply here](#).**

SBTi is an equal opportunity employer - committed to building an inclusive workplace and diverse staff, where all can thrive. We welcome and strongly encourage applications from candidates of all identities and backgrounds, and do not discriminate based on race, color, religion, gender or gender identity, sexual orientation, national origin, disability, or age.