

JOB ANNOUNCEMENT: CONSERVATION TRANSACTIONS DIRECTOR (SEATTLE, WA)

POSITION TITLE Conservation Transactions Director
JOB ID NUMBER 44965
STATUS Full-time, Salaried
LOCATION Seattle, Washington



The mission of The Nature Conservancy is to conserve the lands and waters on which all life depends. Since our founding in 1951, The Nature Conservancy has protected more than 117 million acres of land and 5,000 miles of rivers worldwide — and we operate more than 100 marine conservation projects globally. We have more than 1 million members and dedicated staff working in all 50 United States and more than 30 countries around the world — we are everywhere you want to be!

WORK WITH US In Washington we are working to make sure people and nature both thrive in the face of climate change and increasing demands on nature. Our programs on land, water, oceans, cities and climate leverage science, partnerships and our connections around the world to work at scale and have the biggest impact possible on our state. We are committed to broadening who we work with and how we work, and to creating a welcoming, inclusive and supportive work environment, and are actively working to diversify our workforce. Visit www.WashingtonNature.org to learn more.

The Conservation Transactions Director is responsible for the design, development and execution of complex conservation transactions for The Nature Conservancy's Washington Business Unit. The Conservation Transactions Director provides business, financial and economic expertise and uses the full range of tools for the design and implementation of novel conservation transactions for the Conservancy's five major program areas (Lands, Water, Oceans, Cities, Climate).

The Conservation Transactions Director collaborates with Worldwide Office/NatureVest teams, field staff, senior management, and partner organizations to bring sophisticated business, financial, and transactional analysis and expertise to the design and implementation of the Conservancy's conservation priorities. S/he works closely and coordinates with a wide variety of Conservancy staff, private individuals, public entities/agencies. The Conservation Transaction director leads efforts to analyze points of leverage and structure opportunities to collaborate with resource-based industries, including forestry, agriculture, fisheries, energy, and water to advance conservation solutions. S/he, identifies and manages funding, negotiates and executes complex transactions, and advises conservation staff and partners on the application and adaptation of transactional tools for advancing conservation outcomes.

Level of Responsibility

SUMMARY & ESSENTIAL FUNCTIONS

The Conservation Transactions Director is a senior conservation staff position with broad responsibility for developing and executing conservation transactions across The Nature Conservancy's program areas.

- Negotiates complex, high profile or sensitive agreements for conservation transactions, which can bind the Conservancy legally and financially.
- Supervises conservation transaction and administrative staff working toward accomplishment of program goals with responsibility for performance management, training and career development.

Within the scope of this position, the Conservation Transactions Director will:

- Assist staff in the development and negotiation of complex and innovative solutions to conservation challenges, including but not limited to: sustainable fisheries, climate change, salmon restoration, green storm water infrastructure, and sustainable agriculture and forestry.
- Anticipate, diagnose, and resolve complex problems and identify creative solutions to pressing environmental challenges.
- Plan and direct work on conservation transactions.
- Design, implement, and direct complex and diverse projects, encompassing multiple programs and coordinating the work of other professionals, inside and outside the organization to meet conservation goals.

The Nature Conservancy is an Equal Opportunity Employer. Our commitment to diversity includes the recognition that our conservation mission is best advanced by the leadership and contributions of men and women of diverse backgrounds, beliefs and cultures. Recruiting and mentoring staff to create an inclusive organization that reflects our global character is a priority and we encourage applicants from all cultures, races, colors, religions, sexes, national or regional origins, ages, disability status, sexual orientations, gender identities, military or veteran status or other status protected by law.

- Ensure the programmatic work is collaborative and well-integrated across organization.
- Make independent decisions frequently based on analysis, experience and judgment.
- Ensure programmatic commitments, policies and procedures, financial standards and legal requirements are met and managed for compliance.

Work Environment & Schedule

- Ability and willingness to travel frequently and on short notice, sometimes on weekends. May require working extended and/or varied work hours.
- Ability to work effectively under pressure and meet deadlines.
- Works in variable weather conditions, at remote locations, on difficult and hazardous terrain and under physically demanding circumstances. Maintain complete, organized records and databases for conservation transactions, land ownership and management.

A complete position description can be found on our careers page by following the "How to Apply" instructions below.

In your resume and cover letter, please address how you meet the following minimum qualifications:

MINIMUM QUALIFICATIONS

- Bachelor's degree and at least 5 years' related experience **OR** equivalent combination of education and experience.
- Experience working with a wide range of people, such as landowners, corporate stakeholders, or government officials.
- Experience developing, negotiating and executing complex transactions.
- Experience leading and managing large scale projects, including working with both internal and external stakeholders.
- Project management experience.
- Valid Driver's License required.

PREFERRED KNOWLEDGE, SKILLS & EXPERIENCE

- MBA, JD, or joint JD/MBA degree
- Related experience in a private sector environment, such as law, real estate, business, management consulting, investment banking, **OR** with a leading conservation organization or government entity strongly preferred.
- Experience developing and implementing novel approaches to complex projects and strategic initiatives.
- Supervisory experience.
- Excellent team player with experience working in multi-disciplinary groups, using influence and interpersonal skills, listening, diplomacy and tact to build strong relationships with governments, corporations, partners, donors, volunteers, and all levels of staff.
- Experience working with matrixed team possessing diverse science, technical and/or conservation expertise.
- Knowledge of current trends and strategies in conservation and land protection.

BENEFITS

The Nature Conservancy offers competitive compensation, 401k or savings-plan matching for eligible employees, excellent benefits, flexible work policies and a collaborative work environment. We also provide professional development opportunities and promote from within. As a result, you will find a culture that supports and inspires conservation achievement and personal development, both within the workplace and beyond.

HOW TO APPLY

To apply, **submit resume and cover letter separately** using the upload buttons addressing how you meet the qualifications for the position [here](#) or search Job ID #44965 on our careers page at www.nature.org/careers. All applications must be submitted in the system prior to 8:59 p.m. Pacific Time on January 12, 2017. Note that you only need to complete the basic information fields in the online application.

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