



## Director, EMEA & India

*Role based in London, UK*

CREO is a NYC-headquartered not-for-profit with a mission to mobilize and catalyze high impact capital to drive the necessary transition to a low-carbon, sustainable, and prosperous future for all.

To achieve our mission, CREO works with a large ecosystem of global stakeholders, including Members (wealth owners, family offices, and family enterprises), Affiliate Members (select institutional and corporate investors), and Partners (aligned investors such as pension funds, university endowments, or private equity; government; not-for-profit organizations; and academia). CREO is the only not-for-profit organization focusing on climate and sustainability market-rate investment across all asset classes.

We facilitate investment in sustainability by helping large asset owners and our membership community, to build knowledge and confidence via shared insights, research, and programming that focuses on the question of 'how' to invest in the decarbonization transition.

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CREO seeks an experienced and entrepreneurial Director-level relationship manager to join a dynamic and ambitious team to work with the Regional President, EMEA & India. CREO's work with its members is expansive, and we are looking for the experience and know-how to develop strong and meaningful relationships with our members to achieve our mission.

The Director, EMEA & India will play a critical role in advancing CREO's mission and expanding the organization's climate and sustainability-focused impact. The Director will be responsible for building and maintaining member relationships across the region, supporting the mission by connecting the members with CREO's core activities and services. The individual in the position will report to and work closely with the Regional President, EMEA and India.

### **Responsibilities:**

- Support the Regional President in identifying and onboarding new members and strengthening engagement with existing members;
- Build and manage relationships with prospective members through developing a network of key partners, desktop research, and intelligence gathering;
- Develop a deep understanding of member needs and interests within investing in climate and facilitate connections with the most valuable and impactful services within CREO and the CREO ecosystem, including connections to other members;
- Facilitate cross-border introductions and implement tactical initiatives to enhance network development and member engagement;
- Track, measure, and report on engagement metrics and performance against targets for the EMEA & India team;



- Demonstrate strong cultural fluency across Europe and the ability to operate confidently in a global environment;
- Regular travel within the region to support relationship development, member engagement, and event delivery is required;
- Portfolio management skills and a solid understanding of climate finance desirable.

### **Desired Qualifications:**

- Minimum of 10 years of proven successful stakeholder management experience
- Demonstrated ability to develop and maintain relationships with various stakeholders, including anticipating stakeholder needs
- Demonstrated understanding of alternative investments and portfolio management
- Strong organizational skills, including demonstrated metric tracking and reporting experience
- Excellent verbal and written communication skills
- Strong interpersonal and collaborative skills and ability to work across teams
- Demonstrated ability to work in a multi-time-zone setting that leverages cloud-based platforms for work activities and communications, including Outlook, Slack, and Salesforce
- Demonstrated ability to handle confidential information with integrity and discretion;
- Fluency in English required, fluency in other languages desirable
- Experience with climate, sustainability, and/or non-profit organizations preferred

### **Compensation & Benefits**

This role will be paid a base salary £85,000 – 110,000, commensurate with experience. Additionally, this role will be eligible for performance bonuses of up to 15% of the base salary.

CREO offers a Benefits Plan that includes comprehensive medical cover in the UK, worldwide travel insurance, and basic life assurance. On joining CREO, full-time employees can contribute to an auto-enrolment pension plan with Nest.

CREO offers a generous time off package, including PTO and sick leave, week-long org-wide breaks in August and December, observation of all bank holidays, and a Summer Friday program. After six months of service, team members also have access to 12 weeks of paid family leave for qualifying life events.

CREO offers flexible schedules to accommodate personal obligations and/or caregiving responsibilities.

To apply, please send your resume and a note expressing your interest to [hire@creosyndicate.org](mailto:hire@creosyndicate.org).

### **More about CREO**

All team members are partners in further engaging, supporting, and activating CREO's growing membership across two Global Hubs – the Americas and EMEA – and 25+ countries to advance CREO's goal of helping members deploy \$100B of high-impact capital



into the decarbonization transition by 2025 and catalyse \$900B of institutional capital by 2028.

We are an equal opportunities employer and welcome applications from all suitably qualified candidates regardless of age, disability, gender reassignment, marriage or civil partnership, pregnancy or maternity, race, religion or belief, sex, or sexual orientation.

*CREO is not, and does not provide services as an investment advisor, investment analyst, broker, dealer, market-maker, investment banker, or underwriter.*

**Authorization to work in the United Kingdom is required.**