About the Job

The Senior Advisor will deepen Prime’s partnerships with large corporations across multiple programs at Prime Coalition, a high impact, cutting-edge non-profit organization focused on mitigating climate change through catalytic investment. This is an opportunity to originate the position and help build a precedent-setting organization that stands to unleash the power of financial markets for social benefit. During the first year, the Senior Advisor will consult with a large group of corporations around the best ways to engage with Prime’s investment portfolio, integrate catalytic investing into their own workflows, and integrate field-leading impact measurement and management. The Senior Advisor will work with both Prime’s partnerships team (which works to mobilize catalytic capital), investment teams (which makes and supports early-stage venture capital investments and first-of-a-kind projects), operational grantors, and external, volunteer advisors to map out a course for Prime’s corporate partnerships work over the subsequent 2-10 years.

Prime embraces the differences between people of varied races, ethnicities, genders, ages, religions, and sexual orientations. We also acknowledge the value that different life experiences bring to our organization as a workplace, and to our ability to understand and advance our mission. Prime is an equal opportunity employer, and we encourage all applicants who share these values to apply.

Job responsibilities include but are not limited to:

**Stakeholder consultations and stewardship**
- Cultivate relationships with key industry players
- Interview thought leaders and other organizations already focused on bridging early-stage solutions to large corporate partners
- Conduct needs assessment through interviews and co-planning alongside partners and against opportunities identified during scoping
- Recruit and manage volunteer advisors from aligned corporations
- Iterate proposed strategy with advisors to draft targets that are realistic and achievable

**Strategic planning**
- Map important key industry sectors, related early-stage technologies, and opportunities to bridge for accelerated global emissions reduction
- Integrate closely with Prime’s current approach to support early-stage companies, first-of-a-kind projects, and companion programming
- Determine the right-fit geographic, industry, and stage scope for deepening partnerships with large corporates
- Deliver a 2-year and 10-year plan for deepening Prime’s corporate partnerships toward global decarbonization

**Implementation**
- Propose Gantt chart of activities to operationalize 2-year strategic plan
- Lead implementation against Gantt chart, including formalizing corporate partnerships as needed
- Partner with existing efforts around corporations’ efforts to decarbonize the global economy

Please fill out [this form](#) to apply.
Qualifications

Education & Experience

- 10+ years cross-cutting corporate experience preferred (corporate VC, strategy, philanthropy, M&A, etc)
- Full time experience inside at least one large corporation in an industry the is difficult to decarbonize
- Fluency in a wide variety of climate-relevant industries
- Familiarity with the challenges early-stage companies face in building to large-scale deployment
- Graduate degree in business, engineering, science or another relevant field preferred
- Fluency in venture capital, growth equity and/or project finance preferred
- Proven ability to manage a complex project with many internal and external stakeholders

Core Skills & Characteristics

- Intrinsic, driving motivation to mitigate climate change
- Comfort with uncertainty
- Diplomacy within a large corporate setting
- Driving motivation for excellence and rigor
- Ability to work independently and navigate ambiguity
- Well-organized, detail oriented, methodical, strong time management skills
- Exceptional verbal and written communication skills
- Curious learner with eagerness to grow
- Alignment with Prime’s values of tenacity, additionality, care, humility