



**Position: Nature-based Solutions Portfolio Manager**

**Term: Full-time**

**Location: Colombia**

### Company Summary

Founded in 2006, Terra Global is a woman-run, women-owned for-profit social enterprise and small business. Terra Global's mission is to facilitate financially, socially and environmentally sustainable landscapes around the World. Terra Global is an established global leader in sustainable forest and agriculture program development, land-use greenhouse gas quantification and finance through providing technical expertise and investment capital to a global client base in a collaborative and innovative manner. Leveraging its global experience in generating positive social and environmental outcomes, Terra Global manages a portfolio sustainable landscape projects working with governments, NGOs and communities which are funded through climate finance. Having worked in 30 countries, Terra Global has designed and supported the implementation of REDD+ and other sustainable landscape programs from the project to national scale.

### Position Responsibilities

The NBS Portfolio Manager will oversee the management and performance of a portfolio of forest and agriculture project investments that generate returns for small-holder groups from scaling high-value crops and producing verified emission reductions.

Pre-Investment Responsibilities include:

- Source projects that meet the investment objectives and target returns (financial, social and environmental)
- Screen investment opportunities against investment criteria
- Collect, analyze and validate data required to build project investment models
- Conduct and manage investment due diligence
- Prepare investment memos for the Investment Committee and present projects to investment committee
- Liaise with target investees keeping them committed to our investment process and manage the transaction to close
- Support building "investment readiness" requirements with target investees
- Source non-investment funds on behalf of target investee to increase bankability

Post-Investment Responsibilities include:

- Oversee the investees' operational and financial performance in a hands-on manner
- Provide business training and monitoring support to building capacity of investee groups
- Directly observe and oversee the delivery of business plans by investee project and companies
- Manage local implementing partners/project coordinators and technical consultants hired to support investee
- Ensure the timely preparation of monthly, quarterly and annual project activity monitoring, financial and ESG reports
- Support development of procedures for investees to manage smallholders' commodity pools
- Oversee and contribute technically to the development of verified emission reductions for the investment
- Build supply chain buyer relationships and structure purchase agreements for commodities and emission reductions for investees' products



## Essential Skills and Qualifications

A minimum of 10 years' experience in developing smallholder agricultural and forest conservation projects in Colombia and Latin America that have involved grants and investment financing.

The candidates required skills are:

- Experience in the design, development and implementation of smallholder agricultural or forest conservation projects in Colombia and Latin America
- Proficient in assessing the financial viability and business models of smallholder agricultural projects
- Demonstrated experience in managing investments and/or credit lines for agriculture and/or forestry projects
- Field-based experience working with Colombian smallholder agricultural producers
- Knowledge of land-based emission reduction standards and processes for generating verified emission reductions
- Demonstrated experience in managing projects with a diverse set of partners to deliver on finance, social and environmental returns
- Demonstrated experience in the performance monitoring for projects and proposal development for complementary funding sources
- Deep relationships in Colombia that can be leveraged to secure investors, source projects and provide complementary finance
- Cultural fit with Terra's mission and the team
- Colombian citizenship
- Strong oral and written communication skills in English, native Spanish
- High level of proficiency in Excel
- A self-starter with proven ability to work in a team setting

Interested candidates please send CV and Cover Letter to [HR@terraglobalcapital.com](mailto:HR@terraglobalcapital.com)