



## **New Energy Nexus - Climate Fintech Consultant**

1/16/2020

### **The Opportunity**

New Energy Nexus is looking for an experienced and driven Climate Fintech Consultant to design and execute a global climate fintech accelerator in partnership with local accelerator partners with the support of banks and financial institutions with a strong will and initiative to transition to a financial system that supports clean energy economies.

According to the Climate Policy Initiative (CPI) the current estimate annual investment for climate-friendly technologies sits around \$500 billion (in 2017) and will need to be tripled to meet the Intergovernmental Panel on Climate Change (IPCC) estimate of at least \$2.4 trillion annually by mid-century in order to protect the environment and meet global climate goals. Big banks have financed \$1.9 trillion in fossil fuels since the Paris agreement. Global government subsidies for fossil fuels is estimated at \$5.2 trillion according to the International Monetary Fund. Corporates, government leaders and financiers have the power to propel us forward, yet their efforts fall short of what's needed to deliver transformative change.

Unlocking innovation within the fintech sector can be instrumental in accelerating the clean energy transition when governments and corporates have the foresight to adopt these new, often highly scalable capital-light technologies and when supportive ecosystems that allow these startup companies to succeed. However, there are a number of barriers fintech startups face, from a fickle regulatory environment and building trust with customers, to misaligned incentives for the financial flows. Moreover, there aren't enough startup programs supporting climate fintech startups, which we hope to change. It's time for climate fintech to play a bigger role in the clean energy ecosystem.

The consulting assignment will encompass a two-phase approach that will build on the current climate finance strategy set out by the Hewlett Foundation and leverage New Energy Nexus' global network, expertise in building accelerator programs and startup ecosystems.

Phase 1 will include a pre-launch scoping study and design of the global climate fintech accelerator.

Phase 2, once approved, would include the overall development, launch and execution of the global climate fintech accelerator across China, Europe and United States.

The assignment will entail significant travel time across United States, Europe and China with a majority of the time being spent in the Shanghai office and occasionally in the California office.

*(The implementation of Phase 2 will be dependent on the consultant's findings, strategy and work plan of Phase 1, which upon completion, the consultant's output will be evaluated to potentially offer the consultant a more permanent program engagement.)*

### **Key Responsibilities**

The Climate Fintech Consultant will focus on work in two phases:

#### **1. Scoping and Design of Global Climate Fintech Accelerator – March 2020 – July 2020**

The assignment for Phase 1 will entail conducting a landscape analysis on the current climate fintech ecosystem including key stakeholders, technologies, regions, consumer trends and past case studies. This includes identifying which financial institutions and banks are likely to support startup climate fintech innovation programs or if these programs are best outsourced to traditional accelerator programs. Also, the role will require understanding business objectives, designing surveys and interviews to discover how to implement these ideas within large corporations. Also, the role will include the following:



- Leverage New Energy Nexus' resources and network to source insight, data and connections
- Manage a project timeline that outlines monthly deliverables and status briefings
- Work closely with the New Energy Nexus' Program Director based out of Shanghai
- Scope a list of potential accelerator partners, vendors and subcontractors to work with during Phase 2
- Publish a 'summary of findings' report that includes the objectives, research methodology, data collected, analysis and proposed strategy
- Synthesizing the newly developed global strategy into a work plan over three years (2020-2023) with milestones and clear deliverables

## 2. Global Climate Fintech Accelerator – Implementation – August 2020 – June 2023

This engagement in Phase 2 would entail implementing the global strategy and work plan developed in Phase 1 across China, Europe and United States. There will be a transition from a research-heavy focus to leading a global accelerator initiative. In addition, the Phase 2 engagement includes the following:

- Developing a tailored accelerator curriculum which includes working closely with the New Energy Nexus team to recruit companies into the program, corporate partners to help fund the program and ensuring portfolio companies are given the support they need to succeed
- Liaise at a high level with corporations, banks and other financial institutions
- Manage a highly effective team that delivers results
- Work with the marketing team to develop a communication and PR strategy
- Setup a schedule of weekly or bi-weekly briefing calls to ensure all stakeholders are informed of program progress and deadlines
- Managing and maintaining key relationships with potential funders, portfolio companies, mentors and corporate partners
- Design reports that document the learnings, challenges and successes of running a global climate fintech accelerator

### **The Ideal Candidate**

The ideal candidate for this engagement is an entrepreneur – someone who is resourceful, operates effectively under pressure and adapts quickly within a system of moving parts.

The ideal candidate has:

- 5+ years mid-management level experience in the fintech sector and has worked with accelerators, startups and investors
- Skilled at asking incisive questions and distilling feedback into a comprehensive strategy and work plan
- Excellent public speaking abilities and isn't camera-shy
- A team player who has excellent interpersonal skills and the ability to communicate effectively with partners and our global staff
- A leadership coach mindset that has an eye for talent and the energy to motivate his/her team to perform at their best
- Ability to travel globally with strong multinational experience
- A vision to support the success of climate fintech entrepreneurs around the world

All of New Energy Nexus' resources will be at your disposal. Join our dynamic global team and build a global initiative that moves clean energy forward.

### **The Organization**

New Energy Nexus is an international organization that supports clean energy entrepreneurs with funds, accelerators, and networks. We started in California and have expanded operations into China, India,



Southeast Asia, and East Africa. Our mission is to support diverse entrepreneurs to drive innovation and build equity in the global clean energy economy. Our goal is to support 100,000 startups to succeed by 2030 – a decisive decade in our collective struggle with climate change. With our network, we directly boost hundreds of entrepreneurs annually while uplifting thousands more. Since 2004, New Energy Nexus (up until recently known as California Clean Energy Fund) has leveraged \$1.5 billion in investment, invested in over 100 clean energy enterprises, and launched industry-leading centers for solution collaboration. Learn more at [www.newenergy-nexus.com](http://www.newenergy-nexus.com).

### **How to Apply**

How to Apply: New Energy Nexus values and celebrates diversity among our employees and in our movement. We are an Equal Opportunity Employer -- all qualified applicants will receive consideration without regard to race, color, religion, gender identity or expression, sexual orientation, national origin, age, disability, family/marital status or veteran status. All qualified candidates are encouraged to apply as soon as possible. We compensate competitively, provide great benefits and offer a supportive culture. To be considered, please submit your resume and a cover letter expressing your passion for the mission and why you're right for the role. Please submit your application to [CFApplication@newenergy-nexus.com](mailto:CFApplication@newenergy-nexus.com) with the subject line email of the application in the following format:

New Energy Nexus Climate Fintech Consultant - [First Name] [Last Name].

Deadline for Applications – February 7, 2020.

Short-listed candidates will be contacted for interviews.