

## Senior Manager, Decarbonization Partnerships

**[Full Time, Virtual, Exempt]**

**Department:** Business Development

**Reports To:** Vice President, Investments and Partnerships

**Posted:** February 28, 2023

**Job Closes:** March 31, 2023

**Location:** Worldwide; US Time Zones preferred

**To apply:** submit a resume and cover letter through My Green Lab's application portal at:  
<https://www.mygreenlab.org/employment-opportunities.html>

### Job Description

My Green Lab seeks a passionate and motivated Senior Manager of Decarbonization Partnerships to support key industry partnerships and produce original industry research that guides the life science industry to a decarbonized future.

This pivotal role will be critical to MGL's partnership with the Climate Champions Team, supporting the UN Climate Change High-Level Champions for COP27 and COP28 and will serve as the key liaison between the two organizations. The successful candidate will demonstrate a keen competency in stakeholder engagement, strategy development, report writing, and political acumen to fulfill the direct responsibilities of this partnership. Additionally, the role will work as part of the larger MGL team to support other key MGL industry partnerships, primarily in the biotechnology and pharmaceutical industry, and will lead in the identification and development of industry research that supports My Green Lab's mission of building a culture of sustainability in science. As such, experience working in corporate sustainability, green labs, climate change, or a related field is highly desirable.

This is a full-time position. MGL is a 100% remote workforce: this position will be permanently based out of the successful candidate's home office. Less than 30% travel is expected. Compensation includes a base salary commensurate with experience and competitive with similar nonprofit roles, performance compensation, and a benefits package that includes health insurance, a 401(k) matching program or international equivalent, and a generous vacation and holiday allocation.

### Overview of Responsibilities

The Senior Manager of Decarbonization Partnerships will play an integral role in My Green Lab's focus on decarbonizing the life science sector. The position is responsible for key partnerships and industry efforts that are crucial to My Green Lab's organizational mission. The successful candidate will act as a key collaborator across the life science industry and within the organization.

The Senior Manager of Decarbonization Partnerships will be the lead role in fulfilling the responsibilities and requirements of My Green Lab's participation on the High Level Climate Champions Team and with the UN-

backed Race To Zero Campaign, which has designated that 95% of labs within participating organizations across major pharma and med-tech companies are My Green Lab certified at the green level by 2030. Responsibilities include representing My Green Lab's mission and interests at the highest professional standard, managing cross-sector industry collaboration, and ultimately driving large global change through this strategic partnership.

Secondly, the Senior Manager of Decarbonization Partnerships will work closely with the Vice President of Investments and Partnerships and MGL Leadership Team to support other key industry partnerships. In support of the organization's mission, My Green Lab collaborates with some of the largest global organizations in the biotechnology and pharmaceutical industry through its corporate sponsorship program with the goal to drive industry innovation and change. A successful candidate will be able to build and maintain strong relationships with existing partners, collaborate to execute joint initiatives, and identify new business opportunities with potential partners.

Thirdly, the Senior Manager of Decarbonization Partnerships will produce original research and report updates that better quantify the impact of scientific labs and lab supply chains, and provide guidance to the sector on achieving net-zero emissions before 2050. This will include leading in the annual revision of The Carbon Impact of Biotech & Pharma report, while working to identify, investigate, and present new research that continues to progress the industry's sustainability efforts. The Senior Manager of Decarbonization Partnerships will also play a critical role in quantifying the impact of My Green Lab's own programs as the organization rapidly scales.

As such, the Senior Manager of Decarbonization Partnerships must be passionate about the organization's mission and be able to clearly articulate its importance and relevance both in the context of the global sustainability movement as well as within the scientific community.

## My Green Lab Background

Laboratories represent an enormous, untapped potential for sustainability. They discard over 12 billion pounds of plastic annually, and they consume 5-10 times more energy and water than office spaces. Worldwide, laboratories comprise an industry that is 3 times the size of the building products space and just over half the size of the automotive industry.

My Green Lab is a non-profit organization dedicated to reducing the environmental impact of laboratories by building a culture of sustainability through science and directly engaging scientists and the teams of people who support them. Our members and supporters range from small laboratories to some of the science community's largest corporations and academic institutions. We develop standards, oversee their implementation, and inspire the many behavioral changes that are needed throughout the science community. In addition to motivating behavioral changes in and around the lab through easily and rapidly implementable tools with clear measurement and verification, we are also leading data-driven research into environmental health impacts and resource consumption.

Since our founding in 2013, MGL has grown from a grassroots effort to the most influential organization in the laboratory sustainability space. We are excited to invite an exceptional Decarbonization and Impact Manager to help us continue to grow our impact globally.

## Key Responsibilities

The key responsibilities of this position include, but are not limited to:

### Climate Champions Team and Race to Zero Partnerships Responsibilities

Serve as the liaison between My Green Lab and the Climate Champions Team, supporting the United Nations Climate Change High-Level Champions for COP27 and COP28, engaging with senior stakeholders across all segments of the life science sector, including pharmaceuticals, biotechnology, healthcare, academia, and other NGOs. Amplify momentum in the UN-backed Race to Zero and progress towards achieving program goals. Plan and coordinate high-level events at COP28 for My Green Lab and industry partners, including the release of updated research quantifying the sector's emissions.

### Direction, Oversight of Sectoral Guidance of Decarbonization Strategies

Shape and define the sector's strategy for achieving net zero emissions. Identify initiatives that will bring high-impact outcomes in alliance with My Green Lab's mission. Support the Climate Champions Team and senior members of My Green Lab with appropriate sector materials, information, and trends for high-level engagements.

### My Green Lab Corporate Partnership Engagement

Support the Vice President of Investments and Partnerships with building and maintaining impactful relationships with My Green Lab corporate partners. Identify and pursuing new business opportunities with potential partners. Collaborate with existing partners to identify and execute joint initiatives. Measure and report on the success of partnerships and their overall environmental impact.

### Research, Data Analysis, & Reporting

Conduct research and gathering data that supports My Green Lab's mission. Keep up to date with the latest industry developments and trends. Analyze and synthesize information to draw meaningful insights and conclusions. Ensure the accuracy and validity of the data and information included in reports. Write clear, concise, and well-organized reports, presenting the findings and recommendations in a professional manner. Communicate effectively with stakeholders, including clients, colleagues, and subject matter experts.

### Project Management

Manage multiple priorities and deadlines with a wide group of stakeholders. Develop detailed project plans and timelines. Assemble and lead cross-functional project teams. Ensure strategic goals and KPIs are met.

## Required Qualifications and Experience

- Demonstrated passion for MGL's mission and sustainability in general
- Exceptional program development and leadership skills
- Strong understanding of the life science industries, preferably pharmaceuticals/biotechnology
- Experience working in the aforementioned sector, preferably including in emerging markets and developing countries
- Proven track record of engaging effectively with senior level/C-suite public and private sector leaders
- Strong analytical skills and attention to detail
- Excellent team, process, and project management skills, with the ability to juggle multiple priorities and deadlines, and bring out the best in a diverse team across a broad range of global geographies and time zones
- Public speaking experience and expertise
- Experience with the Microsoft Office 365 Suite
- Excellent written and verbal communication ability

## Preferred Qualifications and Experience

- Experience with CRM software (Salesforce preferred)
- A bachelor's or master's degree in a scientific field
- Experience in an industry or industries pertinent to laboratory research or procurement
- Sustainability expertise (green labs, green buildings, corporate sustainability or similar)

My Green Lab is a fast-paced and dynamic work environment, so the ideal candidate will be a flexible self-starter who embraces change and continuous improvement. The successful candidate will demonstrate an interest in professional development and advancement within the role as they take on increased responsibility in line with the organization's growth goals.

*My Green Lab is an equal-opportunity employer. We are committed to creating an inclusive environment for all employees.*