

Head of Programme/Director (m/f/d) (International) Climate Adaptation

(Minimum of 32 hrs per week, as soon as possible) Berlin office (or partly remote)/ adelphi consult



**FULL TIME / PART TIME
BERLIN**

Job Summary

adelphi is a leading European consulting firm for sustainability strategies and international development, and is also the parent company of SEEK Development and phiyond. All brands are united in their commitment to people and the environment, and are convinced that the current headwinds only strengthen our mission: Our goal is more important than ever – even if the paths to achieving it must change.

In our climate adaptation practice we study the impacts of the climate crisis and help to develop measures and programmes to deal with associated risks and opportunities. We offer municipalities, businesses and governments concrete strategies and systems solutions to help them adapt to the climate crisis, today still mostly in Germany. We are a growing team of currently eight people working on projects for a wide range of clients including a.o. the German government, the Federal Environment Agency, the European Commission, Municipalities and local governments, as well as Multilateral Financial Institutions, Philantropies and private business.

We are keen to expand our footprint on this topic in Europe and internationally and are looking for an experienced senior leader who can take us there. As Head of Programme (International) Climate Adaptation, you will co-lead the adaptation team of adelphi and actively shape the further development of the business area, e.g. develop synergies with SEEK in resource mobilisation strategies. You will represent the organisation towards senior clients and in expert communities. Together with your team, you will acquire and manage strategic projects – from conception to successful implementation. You will report directly to the management board and can help to shape our organisational development moving forward.

Work location is Berlin with the possibility of working partially remotely. The position is initially limited to 2 years. If the cooperation is successful, we will have a strong interest to transform it into a permanent position.

*Diversity is important to us. For a sustainable future,
we need a diversity of experiences experiences,
backgrounds and perspectives.*



Your tasks

The role comprises business development, project delivery and team leadership responsibilities. Depending on your background and expertise, the exact tasks and their relative weight might differ but may include the following:

- Acquire, design and implement consulting programmes in the adaptation and resilience space with international clients such as the EU, WB, EIB, ADB and others
- Lead/manage international projects including contract, budget, and technical deliverables
- Lead and manage business development activities, i.e. develop senior client relationships, position adelphi strategically in consortia, respond to tenders, take ownership for cutting-edge proposals while working closely with adelphi's business development team
- Grow the team, develop team members
- Track and manage the financial performance of the adaptation team
- Co-develop and implement the team's overall strategy, find and develop synergies with SEEK Development, contribute to adelphi's overall growth strategy



Your qualifications

- Minimum 10 years work experience in consulting and policy advisory, of which a minimum of 5 years in the climate adaptation and resilience field with a strong focus on business development / "market-making" in the EU, multilateral institutions, and low- and middle-income countries
- Proven business acumen and experience in client development, e.g. by growing a international consulting practice with a multi-year track record
- Advanced university degree in economics, environmental management, political sciences, macroeconomics, engineering or a related field
- Strong technical expertise/proven credibility in some of the following areas in the adaptation space: Climate Risk and Vulnerability Assessments, Adaptation Policy and Strategy Development, Resource

Mobilisation/Fund Raising Strategies in the Climate Adaptation Space, Capacity Building and Training, Design of climate-resilient infrastructure projects, Implementation of nature-based solutions and ecosystem restoration, Support for financial mechanisms and investment strategies

- Mission-driven consulting leader – proven experience and excellent skills in project delivery (with measurable impact), team management and leadership (with 6+ members)
- Broad and deep network across different donors/clients and technical partners in the adaptation and resilience space
- Strong organizational skills and sense of responsibility; bringing a solution-, client-, and quality-oriented approach to work
- Willingness to occasionally travel to project countries for short-term stays
- Excellent English skills, both written and spoken. Further language skills, especially in German, French and Spanish, are an advantage
- Both a team player and leading from the front – enjoys teamwork and taking initiative, has passion and creativity for extraordinary solutions

This position is aimed at a versatile “market-maker/doer” who wants to help shape things with a growing team. You will have the freedom to develop new strategic pathways for the company and contribute to the growth of the adelphi group.

We offer...

adelphi Impact:

You advance social-ecological transformation with impactful projects.

adelphi Fit:

Free or discounted membership in the Urban Sports Club with more than 50 sports throughout Germany and in five European countries.

adelphi Spirit:

An international and interdisciplinary team with a lot of passionate commitment for a future worth living. Not only spinning ideas together at work, but also celebrating together at various adelphi events.

adelphi DNA:

dynamic green new-work environment with flexible working hours for your personal work-life balance as well as IT equipment for your home office.

adelphi Care:

Individual development through numerous internal and external trainings as well as our buddy program, mentoring and knowledge exchanges.

Your application

We therefore welcome all applications – regardless of gender, disability, nationality or ethnic and social origin. Recognised severely disabled persons or persons of equal status will be given preferential consideration in the case of equal suitability.

Send us your complete documents **as soon as possible** (including cover letter, curriculum vitae, copies of certificates, work samples and information on your availability). The job will be filled when we find the right candidate. Please use only the way via our online application