



Head of Environmental Products

Shoreditch, London | Full-time

Spark Change is a high growth Fintech startup founded by executives in clean energy and technology, with backing from some of the world's leading financial institutions. The company is on a mission to revolutionize access to carbon. More investors with access means a bigger impact on the environment. That doesn't just change a world of investing. It can change the future of our planet.

Nominated FinTech Company of the Year at the 2019 Barclays Entrepreneur Awards, Spark Change has successfully built an entirely new system designed to eliminate the high costs and poor access that have become the status quo in the conventional financial industry. With the cost of climate change estimated to be \$200bn a year, the company aims to shrink the world's carbon footprint, for everyone's benefit.

Your day will look like this...

We are looking for an experienced Head of Environmental Products to join our growing team in Shoreditch, London.

We are excited and humble to have seen such unprecedented growth in the last year. We're only at the start of our journey. But we also know that product development will be a driver of our growth, and we're looking for someone to help us deliver that.

As head of our Environmental Products hub at Spark Change, you will conceptualize, create and help deliver green financial products based on demand from institutional investors, reporting directly to the COO. The ideal candidate is a team player with deep domain experience in environmental markets and low carbon strategies. This position requires leadership, exceptional communication and problem-solving skills, the presence of mind to act in an ambassadorial capacity and a passion for delivering strategic value in a fast-paced startup environment.

We're offering the right person, the opportunity to join our dynamic team to help unlock the next stage of our growth.

Key Responsibilities:

- Meet target customers and engage with Spark sales team to understand demand for green products, current green offerings in the market, gaps in supply and product types that are investable
- Use detailed understanding of environmental markets, regulations and business networks to innovate new products for target customers
- Work with Spark sales, structuring and operations teams to implement product concepts into transactable products on the Spark platform

- Support the Spark sales and partnerships teams in their respective sales cycles as subject matter expert
- Create content to support Spark brand and products, from social media to conference presentations and product materials
- Share accountability for any interim manual trading requirements on the Spark platform
- Act as figurehead for Spark brand as best in class for innovative green financial products

While the Head of Environmental Products is initially anticipated to be individually responsible for the scope of their role, as the business grows the environmental products team is likely to also grow. At this point the Head of Environmental Products will be responsible for team management and accountable for his/her team's delivery and performance.

Requirements

Company is seeking strong domain experience and entrepreneurial leadership, typically defined by:

- 5+ years experience of Carbon and other green commodity markets, including policy/regulation and trading
- Experience in commodities (financial or physical), including exchange interfaces, risk reporting and settlements and reporting.
- Start-up experience in a small (potentially distributed) team where curiosity, drive, and willingness to roll sleeves up were everyday life
- Technical experience of commodity trading systems and ability to identify possibilities to automate operational tasks
- Outstanding written, oral, interpersonal, and presentation skills
- Entrepreneurial, good problem solver, driven by results
- Strong quantitative and analytical skills and commercial mind-set
- Keen eye for detail whilst not losing track of the bigger picture
- Good team player with a high level of personal integrity
- Experienced people manager preferred
- Bachelor's degree in a relevant field preferred
- Passion for Company's mission

Different people bring fresh ideas and a change of perspective, which we value. We are an equal opportunity employer and value diversity at our company. We do not discriminate race, religion, colour, national origin, gender, sexual orientation, age, marital status, or disability status.

Our Core Values

Everyone is an entrepreneur: We take ownership and always stand by our results. We get things done quickly and never give up.

We love what we do: We're passionate about our work and the global impact we can have as a team, even with a small footprint. We take pride in everything we put our name to.

Best idea wins: If your idea makes the most sense, that's what we're doing, regardless of your role or seniority.

We think big and long term: We strongly believe in the power of thinking big and challenging ordinary perspective.

No egos: We don't get carried away by past wins. There'll always be bigger challenges, ways to improve, and new frontiers just ahead.

Perks

We think the little things are important too:

- Competitive salary with regular recognition reviews
- Share options at the ground level
- Buy-Your-Own-Device scheme
- Remote working, pub days and team food events
- Flexible start and end to your day
- 28 days holiday + bank holidays + Birthdays off
- Healthcare, and discounted gym membership
- Personal learning and training allowance for your continued development
- Enhanced family friendly leave so you can spend more time with the little ones
- Paid volunteering and charity work days - get paid for giving back to our favourite organisations
- Cycle to work scheme