

49205

Job ID

Mexico

Location

Full-Time

Full/Part Time

Regular

Regular/Temporary

OFFICE LOCATION

Mérida, México

A LITTLE ABOUT US

Founded in 1951, the Nature Conservancy is a global conservation organization dedicated to conserving the lands and waters on which all life depends. Guided by science, we create innovative, on-the-ground solutions to our world's toughest challenges so that nature and people can thrive together. We are tackling climate change, conserving lands, waters and oceans at unprecedented scale, providing food and water sustainably and helping make cities more sustainable. One of our core values is our commitment to diversity. Therefore, we strive for a globally diverse and culturally competent workforce. Working in 74 countries, including all 50 United States, we use a collaborative approach that engages local communities, governments, the private sector, and other partners. To learn more, visit www.nature.org or follow @nature_press on Twitter.

The Nature Conservancy offers competitive compensation, 401k or savings-plan matching for eligible employees, excellent benefits, flexible work policies and a collaborative work environment. We also provide professional development opportunities and promote from within. As a result, you will find a culture that supports and inspires conservation achievement and personal development, both within the workplace and beyond.

YOUR POSITION WITH TNC

The Social Enterprise Specialist will focus on designing, scaling, and financing sustainable livelihood opportunities, with a particular focus on community-led sustainable enterprises. This position will collaborate closely with a range of external partners and TNC teams, including the Conservation in Partnership with Indigenous Peoples and Local Communities (IPLC) team. The Social Enterprise Specialist will work within MNCA's Lands Program and report to the Conservation Finance Specialist. The preferred location for this position is Mérida, but negotiable for other locations within the Yucatan Peninsula. This position is for 1 year with possibility of extension.

ESSENTIAL FUNCTIONS

The Social Enterprise Specialist will support the development of community-led, sustainable livelihood opportunities that generate income and contribute to TNC's conservation priorities. This includes: leading the development of MNCA's sustainable livelihoods strategy, identifying and assessing sustainable enterprise opportunities, advancing early-stage enterprises toward profitability and investment readiness, identifying and working with key partners, and developing pathways for removing barriers to scale for community-led enterprises—including access to markets, access to finance, supply chain barriers, reliance on intermediaries, and community

capacity. The ideal candidate will possess strong business consulting and project management skills, knowledge of entrepreneurial tools and processes (such as design thinking and the Business Model Canvas), the ability to evaluate complex financial and non-financial information to make strategic decisions, and demonstrated experience in enterprise development, particularly in partnership with Indigenous Peoples and local communities. The ideal candidate will also demonstrate context-specific knowledge related to sustainable livelihoods in Mexico and Guatemala, including sustainable forest products, ecotourism, local and regional markets and supply chains for nature-based products and services, ejido land management systems, relevant policy and governance issues, and key stakeholders.

MINIMUM QUALIFICATIONS

- MBA or related Master's degree and at least 5 years of experience in business, entrepreneurship, sustainable development, or a related field, or an equivalent combination of education and experience.
- Fluency in Spanish and English and excellent written and oral communication skills.
- Strong skills in critical thinking, research, and analysis with a proven ability to assess complex information to make strategic decisions.
- Experience building partnerships with internal and external stakeholders, including community or business leaders, government or legislative staff, program leadership and/or similar audiences.
- Experience developing and implementing complex projects in an unstructured environment with limited guidance.
- Project management skills, including budget management.

DESIRED QUALIFICATIONS

- Experience assessing, designing, and launching new businesses.
- Experience in impact investment, blended finance, microfinance, or a related field, and a knowledge of key players in these fields.
- Experience developing and sensitizing financial models.
- Knowledge of sustainable forest management, including relevant policies, practices, and commercialization considerations.
- Familiarity with other key areas related to sustainable livelihoods in MNCA, including sustainable land use, timber and non-timber forest products, ecotourism, carbon markets, and other nature-based products and services.
- Ability to develop and drive new ideas and approaches.
- Ability to sensitively advise other staff on how to effectively engage with internal and external partners.
- Ability to work well in a highly matrixed, decentralized, and collaborative organization.
- Possess strong interpersonal skills and political savviness. Must be a team player.
- Outstanding analytical and project management capabilities, including an ability to work in a fast-paced environment and meet time-sensitive deadlines.
- Multi-lingual skills and multi-cultural or cross-cultural experience appreciated.
- NGO and/or corporate relations experience a strong plus.

RESPONSIBILITIES & SCOPE

- Works in collaboration with the MNCA Lands Team and MNCA colleagues, the Global IPLC Team, other TNC regional and global teams, and external partners and consultants to support all facets of enterprise design, implementation, and scale—including feasibility assessment,

supply chain analysis, development of business models and financial projections, connection to markets, financing opportunities, etc.

- Identifies and manages key local and regional partnerships to execute sustainable livelihood opportunities.
- Provides creative, critical thinking and problem solving to support new and existing sustainable enterprise opportunities.
- Develops recommendations to the MNCA Lands Program about how to advance community-led enterprises and other sustainable livelihood opportunities in the short, medium and long term.
- Manages projects
- Provides detailed primary and secondary research to support enterprise design.
- Works cross-functionally with TNC teams and external partners to engage conservation, financial and legal expertise in the development and structuring of livelihood enterprises and financing opportunities.

HOW TO APPLY

[Apply here](#)

To apply to position number 49205, submit resume (required) and cover letter separately using the upload buttons. Applications will be reviewed in the order they're received and the position will remain open until filled.

Click "submit" to apply for the position or "save for later" to create a draft application for future submission. Once submitted, applications cannot be revised or edited. Failure to complete required fields may result in your application being disqualified from consideration.

If you experience technical issues, please refer to our applicant user guide or contact applyhelp@tnc.org.

The Nature Conservancy is an Equal Opportunity Employer

Our commitment to diversity includes the recognition that our conservation mission is best advanced by the leadership and contributions of people of diverse backgrounds, beliefs and culture. Recruiting and mentoring staff to create an inclusive organization that reflects our global character is a priority and we encourage applicants from all cultures, races, colors, religions, sexes, national or regional origins, ages, disability status, sexual orientation, gender identity, military, protected veteran status or other status protected by law.

The successful applicant must meet the requirements of The Nature Conservancy's background screening process.