

**Managing Director // SEED Biocomplexity – (Biodiversity Analytics & Data Venture)**

**Location:** Remote, with necessary travel to Switzerland HQ

**Time commitment:** 100% Full-time

A new generation of markets is emerging to generate nature-specific revenue streams. Billions are now being invested, with the value of new nature business opportunities estimated to be USD 4.5 trillion per year by 2030. However, the unchecked monetization of nature could lead to further depletion and damage. Without a scientifically robust way to value the holistic complexity of nature, financial systems will continue to drive the oversimplification of ecological systems, exacerbating the inequitable distribution of wealth, and styming the necessary adaptations to global climate collapse.

In 2023, NatureFinance and the Crowther Lab at ETH in Zurich are working on a partnership to advance the market adoption of the SEED Biodiversity Index. SEED Biodiversity Index is a new, globally standardized, geospatial index that reflects the complexity of systems (the multivariate composition of microbes, plants and animals and the ecosystem services they provide) relative to their natural state. This common index of biological complexity (or “biocomplexity”), developed by Crowther Lab at ETH Zurich, will provide political and financial systems with a straightforward value of nature’s complexity, ingesting the very latest environmental data and assessing the impact of any organization, positive or negative, on nature. For more information on the science and team behind SEED please visit [this link](#).

We are searching for a Managing Director to lead the development and launch of SEED Index and the biodiversity analytics platform to inform and shape evolving nature markets. In particular the MD will be responsible for:

- Developing the underlying platform to provide nature markets with access to cost-effective biodiversity monitoring data and insights;
- Creating distribution partnerships to maximize application of biodiversity data (e.g. financial institutions, ratings and analytics providers); and
- Influencing policy makers to shape governance of markets to treat nature as a regenerative asset.

### **Roles & Responsibilities**

- Oversee the development and implementation of SEED’s data-distribution licensing model and platform API
- Develop and deliver a financial, business and competitive strategy to scale the use of the Biodiversity Index across different market segments
- Build strong long-term relationships with new strategic clients; cultivate a pipeline of users for the Index; manage ongoing relationships and commercial agreements
- Manage relationship with R&D Science team to ensure that market feedback/requirements are integrated into the constant evolution of the Index
- Hire and manage a small product development team of entrepreneurial data, software and financial scientists
- Confidently lead technical presentations and demos to clearly and enthusiastically articulate SEED’s value proposition

- Network and relationship-build with industry stakeholders, investors, policy actors and financial institutions (including attending global conferences and meetings)
- Proactively develop and nurture relationships and conduct outreach with governments, the private sector and philanthropy to secure resources needed for SEED (both science and index) to deliver on their mission
- Work closely with the board to ensure the original mission of SEED remains in integrity

### Qualifications

- A minimum of 7 years of professional experience in relevant positions, ideally in financial data infrastructure, licensing models, index and ratings providers, and data analytics platforms
- Significant knowledge of financial markets (actors, asset classes, stakeholders), supply chains, corporate responsibility initiatives, sustainable development, climate, carbon and/or nature markets
- Strong understanding of the business drivers behind corporate climate actions and initiatives (e.g. TNFD, RE100, Net Zero, ISSB, Global Biodiversity Framework) and the ability to formulate a business case for biodiversity data
- Previous experience and demonstrated track record in building a small, entrepreneurial team culture
- Critical thinking and decision-making skills with strong business and commercial acumen
- Familiarity of ecological concepts, biodiversity, nature-based solutions and climate change strategies
- Advanced project and self-management skills, able to identify and seize opportunities in a challenging and competitive market environment, self-reliant and action-oriented
- Excellent English skills
- Excellent communication and presentation skills
- Passionate about global challenges like biodiversity loss and the climate crisis

### Job Perks

- Leading an initiative that concretely contributes a positive impact to the climate and biodiversity crises
- Being at the forefront of the new wave of bio-data innovation and nature markets
- Liaising with a world-leading science lab advancing solutions and research towards global nature goals

### Contractual Aspects

- Salary: basic salary and incentive program, including options, in an early-stage high potential start up endowed with a world class product
- Start Date: As soon as possible
- End Date: dependent on success of business creation and market proposition

### Applications

- Please apply by sending your CV by email to [tom@crowtherlab.com](mailto:tom@crowtherlab.com) and [alexa@crowtherlab.com](mailto:alexa@crowtherlab.com) and state your vision for a revolution in global biodiversity measurement and regeneration