

Brief for the appointment of

# Chief Growth and Development Officer

August 2024



# About CDP

**CDP is a unique and major global not-for-profit that designs and operates the world's only integrated environmental disclosure system covering climate change, water and forests. CDP disclosure generates invaluable data that illuminates economic impacts of environmental degradation, which can then be applied to reverse that degradation. CDP pioneered environmental disclosure in 2000 to establish the principle and practice that environmental performance information should become central to financial decision-making. Today, companies representing 70% of global market capitalization use and draw upon data gathered by the CDP disclosure system, as do most of the world's leading financial institutions, asset managers and owners, cities, procurement and supply chain entities, governments and other non-profit and advocacy organizations.**

**As environmental issues increasingly attract public concern, the CDP disclosure system is increasingly essential to illuminating the interplay of environmental factors on the real economy, and catalyzing solutions.**

CDP exists to enable data and disclosure to be mobilized by all relevant sectors to meet increasingly urgent environmental challenges, and to shift capital investment, use and procurement processes to broader environmental stewardship and long-term environmental protection. To accomplish this, CDP administers disclosure questionnaires to its ever-broadening user base, currently including approximately 23,000 public and private companies, suppliers, and cities, and diffuses the resulting data and insights across its global stakeholder community.

CDP's unique landmark investor disclosure request is signed by over 680 institutional investor signatories, collectively representing approximately US\$130 trillion in assets. The CDP Supply Chain program gathers data on behalf of 280+ major purchasing and procurement enterprises, representing more than US\$6.4 trillion in procurement spending.

CDP's stakeholders and partners include the world's leading companies, financial and commercial institutions, ranging from Bloomberg LLC to Google to Walmart to the world's most respected philanthropic foundations.

CDP's annual voluntary disclosure built the first transparent bridge between environmental and financial issues, and today, the CDP system has informed or is aligned with emerging governmental mandatory disclosures systems and standards including such critical frameworks as the Task Force on Climate Related Disclosure (TCFD); the Task Force on Nature-Related Disclosure (TNFD); the Carbon Disclosure Standards Board, and other emerging systems worldwide.

CDP believes that measuring and managing environmental impacts is imperative to planetary stewardship and continues to expand the depth and scope of its disclosure process.

CDP also believes that environmental science demonstrates that society faces a pivotal and urgent moment, and the CDP disclosure system is an invaluable and irreplaceable reference for the greater public good and long-term health of all of earth's increasingly fragile natural systems.

# The Role

**As the arena CDP pioneered matures and expands, CDP now seeks to focus on critical components of its role, examine new coverage areas, and expand and ensure a broad, synergistic approach to funding strategies and growth in financial support. This role will report directly to the CEO, involving close collaboration with her directly, as well as her executive and leadership teams, while also remaining focused on driving and cultivating a robust and promising funding pipeline**

The Chief Growth and Development Officer will lead the strategy, development and delivery of CDP's fundraising pipeline and will report directly to the CEO. Success in this role requires collaboration with other members of the senior leadership team, while also requiring a creative overall approach to fundraising options and a laser-like focus on successful fundraising outcomes. The role, therefore, requires clear understanding of this hybrid funding model, building upon and maintaining the existing funding base and structure, while also maximizing existing and potentially new synergies across the CDP network. The CGDO will cultivate, develop, manage and delegate relationships with key existing and new potential funders, and be able to envision and kickstart major donor support for general operations and specific programs as relevant, including multi-million dollar results commensurate with CDP's hub function across sectors and stakeholder interests. In sum, this is a challenging but unique exciting role at a pivotal moment in the evolution of environmental issues.

## Key Responsibilities

- ▶ Initiate, facilitate, and manage productive and high-value relationships, across existing environmental funder landscape and beyond.
- ▶ Formulate and pursue new potential philanthropic growth channels, including corporate philanthropy and strategic giving, leveraging CDP's capabilities and unique market positioning.
- ▶ Track key opportunities in funder fora or elsewhere to keep CDP's profile vital and alive among key potential supporters and donors, including governments, and foundations.
- ▶ Maximize and mobilize CDP's existing user base to discover and develop new funding approaches and funding streams.
- ▶ Stay abreast of relevant issues and trends that can catalyze donor interest, including ongoing CPD Marketing and Communication efforts.
- ▶ Represent CDP at high level, donor-focused events and gatherings for the purpose of expanding network and identifying new funding contacts and sources.
- ▶ Through a group of direct reports, lead and inspire the existing global Development team of approximately 15 in catalytic, imagine and efficient delivering on objectives, and enabling success.
- ▶ Ensure that proposal development is articulate, focused and efficient.
- ▶ Oversee the development and delivery of successful proposals.
- ▶ Work with CDP CFO, Finance team and other relevant staff to maximize existing relationships and networks to develop and oversee multi-year income targets, setting ambition and growth trajectory for fundraising income.
- ▶ Provide clear, streamlined and actionable regular reports to CEO and ELT and as requested, Trustee Board(s) on Fundraising strategy and pipeline.
- ▶ Ensure smooth and efficient operations between Development, Finance, Project Management, and other relevant teams (e.g., Legal and Compliance) to support excellent grant management and funder relationships.



# The Person

**Based strategically on the East Coast of the USA; to succeed in this role the Chief Growth and Development Officer will need the following:**

- ▼ Experience setting and being accountable for a major global funding and resource mobilization strategy that includes both commercial and non-commercial approaches, including pinpointing new markets, funders, and partners that best align with CDP's capabilities and positioning.
- ▼ A deep understanding of the interplay of financial markets in today's issues, especially the ESG/climate-funding landscape, including key players, challenges, and opportunities.
- ▼ The gift of efficient persuasion in high-level settings.
- ▼ Outstanding commercial, strategic, and project management capabilities, including pipeline development, networking, relationship nurturing, pitching, negotiating, and achieving desired closure.
- ▼ An evident deep commitment to the value of public service and public purpose missions and the interplay of public and private sector funding, including relationships, and/or commercial organizations where their primary responsibility has involved sourcing revenue from large, strategic funders.
- ▼ Confidence in working with senior stakeholders internally and externally, using tact and diplomacy, and knowing when to challenge appropriately.
- ▼ Ideally, experience in Asia.
- ▼ An exceptional network with existing relationships amongst private foundations, corporate philanthropy, foundations, and HNWI.
- ▼ Proven ability to secure six and seven-figure grants and investments, and to build and manage philanthropic and government donor income streams, maximizing the value of existing and prospective supporters.
- ▼ A clear track record of revenue growth success in organizations of CDP's scope and ambition, including a record of expanding pre-existing relationships.
- ▼ Experience in leading global, diverse, and distributed teams.
- ▼ A curious and inquiring mind that can spot relevant trends and integrate them to further fundraising and in support of CDP's overall mission.

## How to Express Interest

**To apply, please submit a comprehensive CV along with a cover letter which sets out your interest in the role and encapsulates the aspects of your experience relevant to the required criteria.**

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