

# Finding Jobs in Climate Tips for Your Job Search Toolbox

**Leonard Adler**  
**April 20, 2023**

**GREEN JOBS NETWORK**  

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FOR A HEALTHIER & MORE JUST WORLD

# Agenda

- Overview
- Part 1: Job Boards
- Part 2: The Hidden Job Market
- Part 3: Future Climate Jobs

# Introduction



WATCH LIVE

## SF green job forum overflowed

 By ABC7

Tuesday, January 27, 2009

### SAN FRANCISCO

The INFORUM program, which targets people in their 20's and 30's and never sells out, had every age group show up Monday night. The Commonwealth Club created an overflow area and still had to turn people away.

345 people were sitting and standing in the main room and there were more listening outside. About 50 people didn't get in and had to be turned away.

"It was kind of like a rock concert. You really needed to show up early to get in there. Pretty much to be expected in this economy," said Sloan Wilson, from San Francisco.

Once the crowd was dealt with, the panel got right to it listing what types of green jobs are out there. The list wasn't exactly glamorous, but the panelists did talk about how fast this industry is growing and offered plenty of advice. For instance, don't show up and say you've got 15 years marketing experience and you're ready to go green, without studying the carbon lingo.

"Find out about the industry. If you want to look at solar then join your local association like the Northern California Solar Energy Association. It's cheap. They meet regularly. It's low key," said Peter Beadle, the CEO of Green Jobs.com.

# Presentation Objective

- Objective of this presentation is to **empower you with practical tips for locating opportunities in the green + climate jobs sector.**
- These tips come from my personal experience as a job seeker as well as insights from others.
- Topics that this presentation isn't intended to focus on:
  - Career self-assessment and related issues
  - Resume & cover letter tips, interviewing, salary negotiation
  - Professional certifications / education & training
  - Launching a climate startup

# Why Do I Want A Climate Job?

- Financial reasons - To pay the bills.
- Personal reasons - I want a job consistent with my values and allows me to contribute towards a positive purpose.

**Think about your own reasons...**

# Definition

- In this presentation, "green jobs" will be defined as **full-time, part-time, or internship opportunities that provide an environmental or social benefit.**
- This definition reflects a broad view and includes areas such as corporate social responsibility.
- These jobs can be in the public, private, or non-profit sector and includes work in many areas such as renewable energy, food systems, and transportation.

# Definition

[Blog](#)[News](#)[Donate](#)[Partner Login](#)[Language](#) ▼[Why Fair Trade](#)[What We Do](#) ▼[Get Certified](#) ▼[Our Community](#) ▼[About Us](#) ▼[GET STARTED](#)

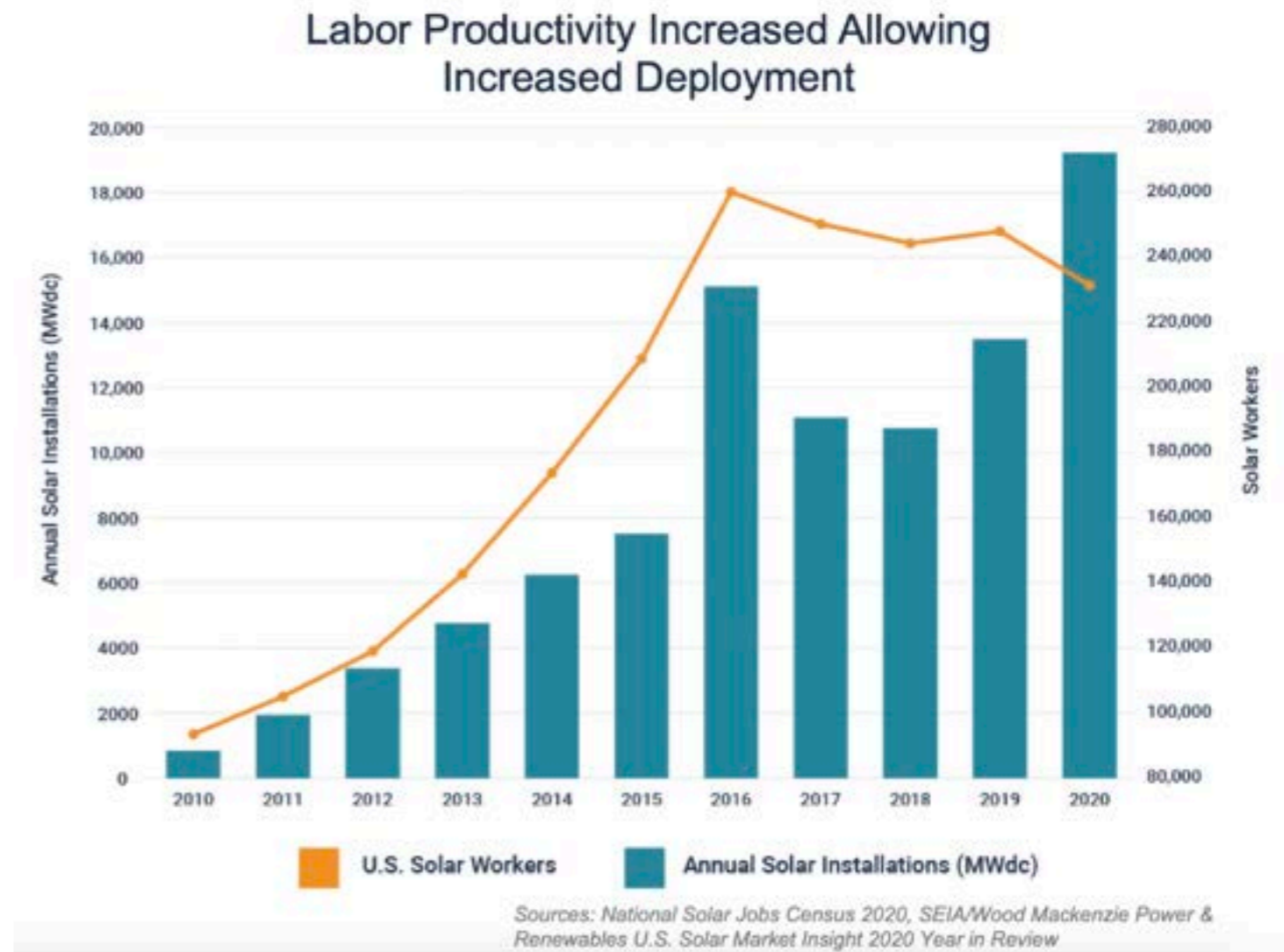
## Improving Lives, Protecting the Planet.

Fair Trade USA™ is building an innovative model of responsible business, conscious consumerism, and shared value to eliminate poverty and enable sustainable development for farmers, workers, their families, and communities around the world.

[GET CERTIFIED](#)[BUY CERTIFIED](#)

# Optimistic & Realistic

- **Reasons to be optimistic:** You're interested in a field that is part of growing trends.
- **Reality check:** Sectors are still evolving, there can be competition for jobs, and macro economic factors.

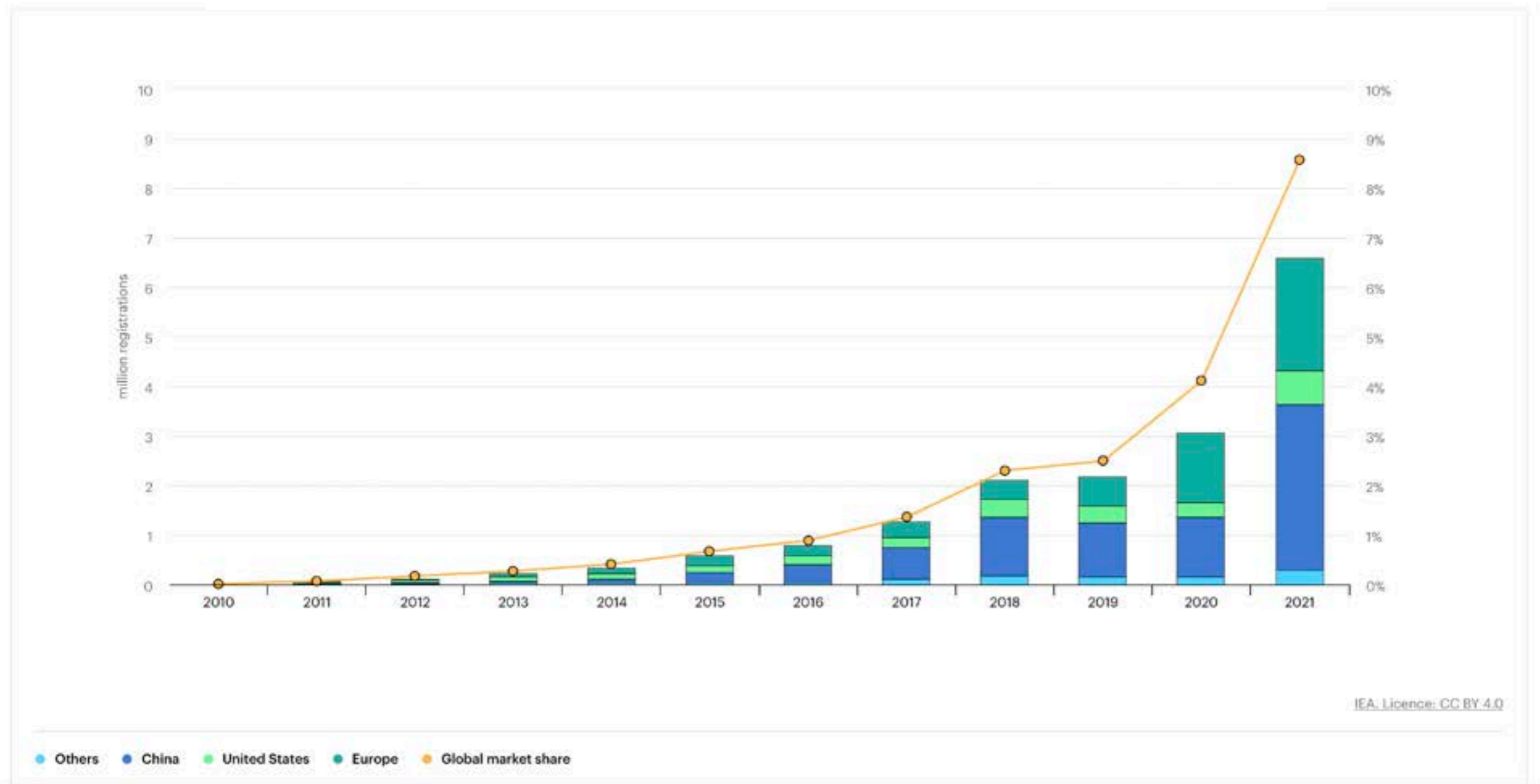


<https://irecusa.org/resources/national-solar-jobs-census-2020/>



# Optimistic & Realistic

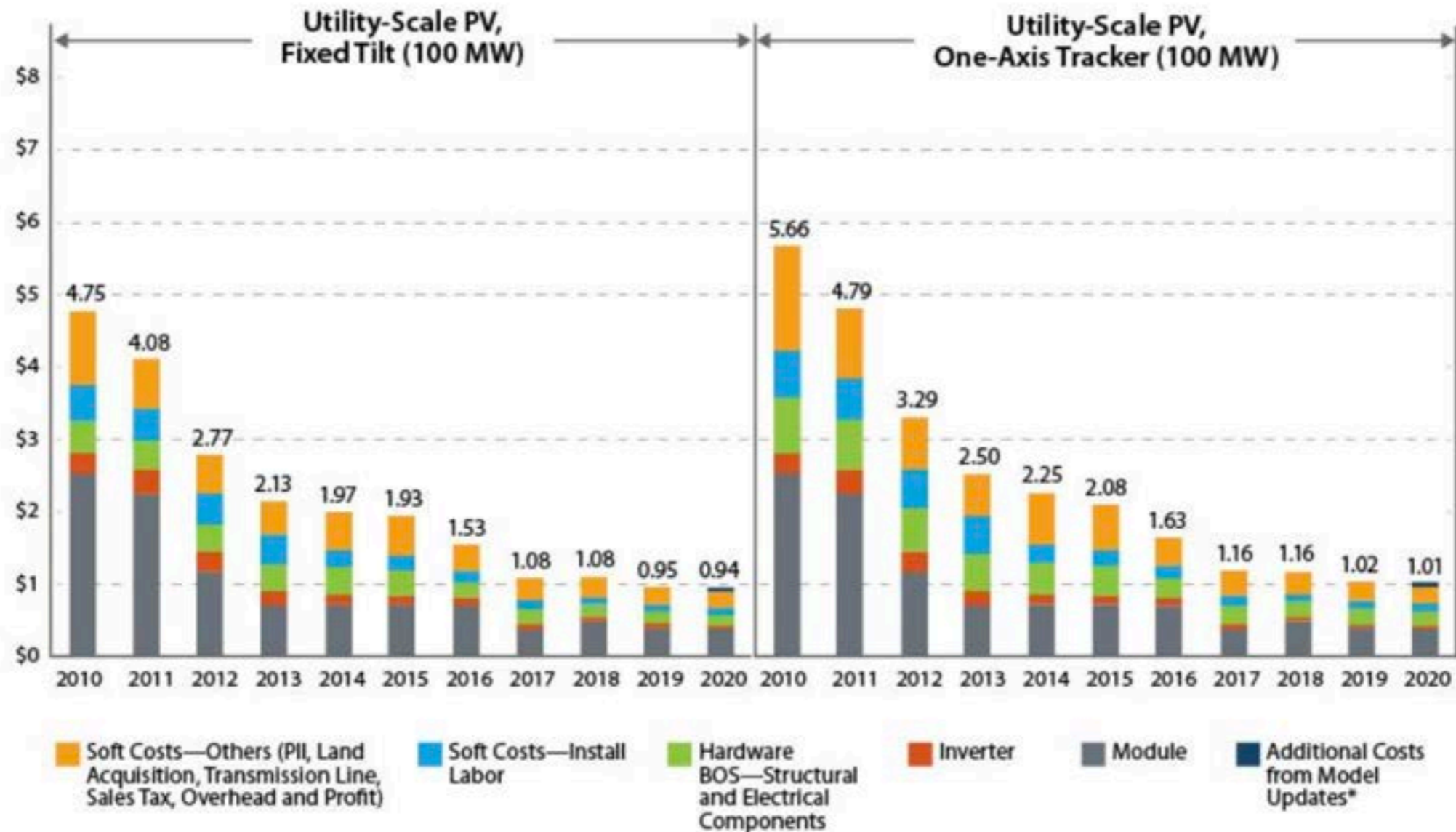
## Global sales and market share of electric cars



<https://www.iea.org/data-and-statistics/charts/global-sales-and-sales-market-share-of-electric-cars-2010-2021>

# Optimistic & Realistic

## Declining Cost of Deploying Solar

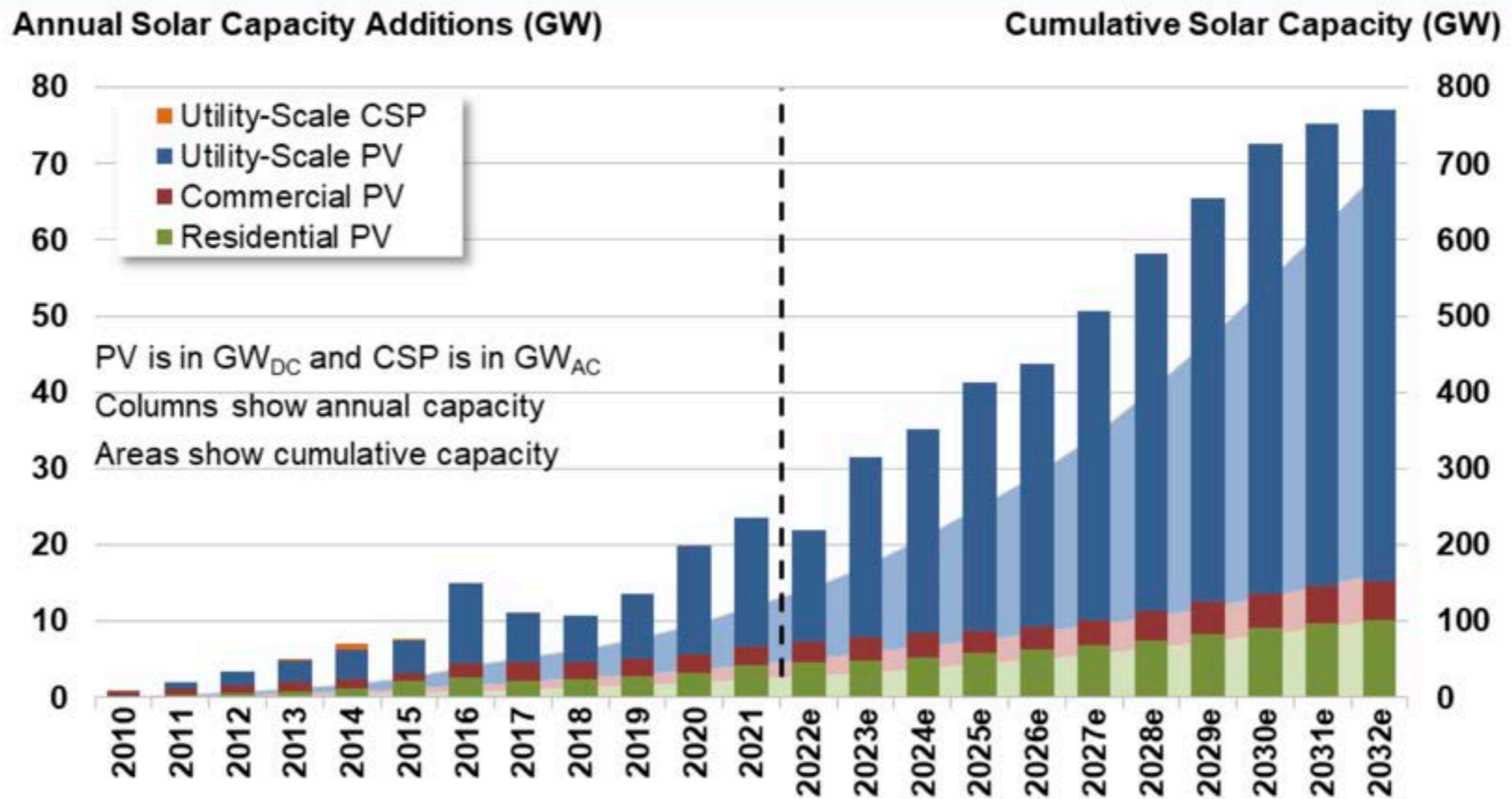


The cost of solar continues to decline across residential, commercial, and utility-scale PV systems, driven largely by increased module efficiency as well as lowered hardware and inverter costs.

<https://www.nrel.gov/news/program/2021/documenting-a-decade-of-cost-declines-for-pv-systems.html>

# Optimistic & Realistic

## Solar Energy Capacity Growth (U.S.)

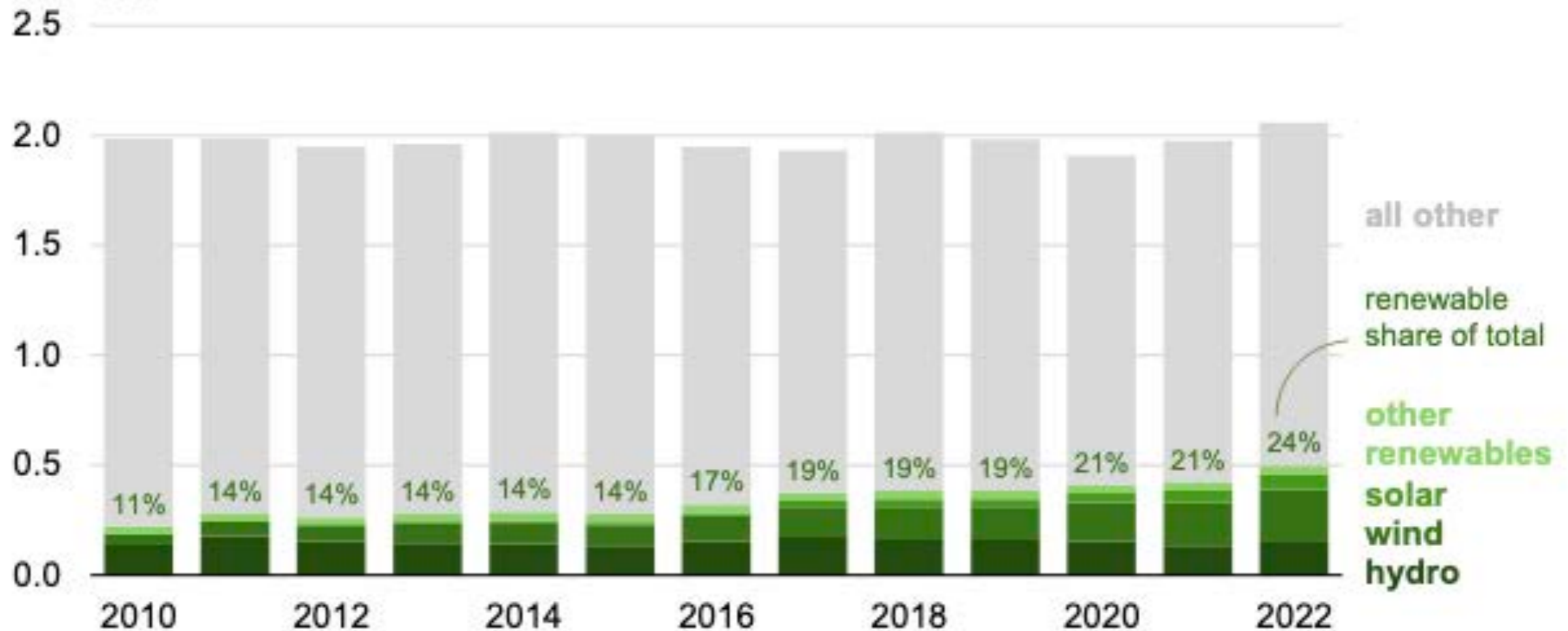


Sources: Wood Mackenzie/SEIA Solar Market Insight Reports, Berkeley Lab

[https://emp.lbl.gov/sites/default/files/utility\\_scale\\_solar\\_2022\\_edition\\_slides.pdf](https://emp.lbl.gov/sites/default/files/utility_scale_solar_2022_edition_slides.pdf)

# Optimistic & Realistic

U.S. electricity generation, first six months of the year (Jan–Jun, 2010–2022)  
million gigawatthours



<https://www.eia.gov/todayinenergy/detail.php?id=53779>

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- Part 2: The Hidden Green Job Market
- Part 3: Future Green Jobs

# General Job Boards

- These are job boards that cover many industries and sectors, and which will include green + climate jobs. These include sites such as Craigslist, Indeed, and LinkedIn.

# General Job Boards

The screenshot shows the LinkedIn job search interface. At the top, the search bar contains 'climate change' and the location is set to 'United States'. Below the search bar are various filters: 'Jobs', 'Past month', 'Experience level', 'Company', 'Job type', 'On-site/remote', 'Easy Apply', 'All filters', and 'Reset'. The search results are displayed in a list format. The first result is for 'Climate Projects Technology Strategy Associate Director - J-REDD+' at 'South Pole' in San Francisco, CA, with 43 applicants. The second result is for 'Director, Climate Solutions' at 'The Global Impact Investing Network' in New York, NY (Hybrid), with 43 applicants. The third result is for 'Vice President of Sustainability, CSR & Social Impact Public Relations (DC)' at 'FINN Partners' in Washington, DC, with 21 applicants. The detailed view of the 'Director, Climate Solutions' job is shown on the right, including the company logo, job title, location, salary range (\$105,000/yr - \$120,000/yr), full-time status, and a list of skills: Program Development, Microsoft Office, and 4 more. There are 'Apply' and 'Save' buttons for this job.

**Climate change in Singapore**  
49,261 results Set alert

**Climate Projects Technology Strategy Associate Director - J-REDD+**  
South Pole  
San Francisco, CA (On-site)  
Top applicant  
Promoted

**Director, Climate Solutions**  
The Global Impact Investing Network  
New York, NY (Hybrid)  
\$105K/yr - \$120K/yr  
3 alumni work here  
Promoted

**Vice President of Sustainability, CSR & Social Impact Public Relations (DC)**  
FINN Partners  
Washington, DC (On-site)  
Actively recruiting  
Promoted · 21 applicants

**Director, Climate Solutions**  
The Global Impact Investing Network · New York, NY (Hybrid) 2 weeks ago · 43 applicants

\$105,000/yr - \$120,000/yr · Full-time · Director

11-50 employees · Non-profit Organization Management

3 school alumni

Skills: Program Development, Microsoft Office, +4 more

[Apply](#) [Save](#)

**About the job**

Impact investing is one of the most important social innovations of our time, and interest in it is exploding. The Global Impact Investing Network (GIIN), founded in 2009 and backed by leading funders such as Ford Foundation, Omidyar Network, Prudential, The Rockefeller Foundation, and Visa Foundation, has a global network of 50,000 on six continents and a formal membership of over 400 impact investing organizations in 50+ countries. The GIIN works to mobilize a global community of leading financial institutions and others to dramatically increase the amount of capital being deployed to

# Green/Climate Job Boards

- A variety of job boards focus **specifically on green and climate opportunities.**

These include:

- General green/climate job boards
  - Niche green/climate job boards
  - Nonprofit and other specialty boards
- Green Jobs Network maintains a list of these boards to assist job seekers.



# Green/Climate Job Boards

Jobs Internships Volunteer Opportunities Organizations Log In EN For Organizations

idealist Jobs climate change Everywhere

453 jobs found Best Match Post a Job Create Email Alert

Something new is launching 🚀  
Help Idealist create the largest nonprofit salary database.


Take Our Survey

No, thanks

Filters

Location & Remote Preferences


Location



**Climate Change: Senior Cap-and-Invest Market Monitor (Financial Examiner 4) (In-Training)**  
Washington State Department of Ecology  
HYBRID Lacey, WA | Full Time  
Posted 9 days ago

Apply

Save



**Director for Forests & Climate Change - Andes-Amazon-Orinoco**  
Wildlife Conservation Society  
ON-SITE Rio Claro, SP, Brazil | Full Time

Apply

Save

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# Introduction

- In some instances employers may not publicize a job opportunity via a traditional job board.
- This could be due to reasons such as capacity (for example, a startup may not have a complete human resources department).
- Strategies and sources to locate some of these “hidden climate jobs” are discussed in this section.

# Strategy 1: Go Direct

- Some organizations may publish job listings on **their website**, but not utilize the job boards described in the previous section.
- To access these opportunities job seekers should **identify organizations they would be interested in working for** and review the Jobs or Careers section of their website for potential jobs.
- Strategies to identify organizations are listed on the next slides.

# Go Direct

1. Take time to **make a list of organizations** you are interested in working for.
2. Review materials (such as directories) from **industry associations**.
3. Review the list of **exhibitors** or presenters at industry conferences.
4. Review national or local lists and **directories of sustainable businesses**.
5. **Follow the news**, such as industry publications, newsletters, social media feeds, etc.).

# Go Direct

## Sr Manager, Environmental Sustainability - Scope 3 Emissions

APPLY NOW

Apply Later

**Job ID:** 10037285

**Location:** Burbank, California, United States

**Business:** The Walt Disney Company (Corporate)

**Date posted:** Feb. 17, 2023

### Job Summary:

The Enterprise Environmental Sustainability Team at The Walt Disney Company stewards the Company's progress towards its ambitious 2030 Environmental Goals focused on emissions, water, waste, materials, and sustainable design. The team actively partners with key corporate functions and business segments to set sustainability goals, influences implementation of sustainability goals, and leads external reporting of progress against goals. As aggregators of Enterprise-wide environmental performance data and initiative inventories, the team has a big-picture oversight role for all company efforts driving progress towards the goals.

Current Employees Apply via My Disney Career

SHARE



### RELATED JOBS

[View All of Our Available Opportunities](#)

### DISABILITY ACCOMMODATION FOR EMPLOYMENT APPLICATIONS

The Walt Disney Company and its Affiliated Companies are Equal Employment Opportunity employers and welcome all job seekers including individuals with disabilities and veterans with disabilities. If you have a disability and believe you need a reasonable accommodation in order to

# Go Direct

THE WHITE HOUSE



[Administration](#) [Priorities](#) [The Record](#) [Briefing Room](#) [Español](#)

APRIL 17, 2023

## FACT SHEET: Biden-Harris Administration Announces New Private and Public Sector Investments for Affordable Electric Vehicles



[BRIEFING ROOM](#)

[STATEMENTS AND RELEASES](#)

*President Biden's Investing in America Agenda is Unleashing a Manufacturing and Clean Energy Boom and Accelerating the Production of Affordable Electric Vehicles*

As part of President Biden's goal of having 50 percent of all new vehicle sales be electric by 2030, the White House is announcing public and private commitments to support America's historic transition to electric vehicles (EV) under the EV Acceleration Challenge. These commitments are part of

# Go Direct



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NEWS CULTURE MUSIC PODCASTS & SHOWS SEARCH

HOURLY NEWS LISTEN LIVE PLAYLIST

BUSINESS



## 2022 was a big year for EV battery plants in the U.S. How big? \$73 billion big

December 30, 2022 · 5:01 AM ET



CAMILA DOMONOSKE



### What Should You Pay For Solar?

See What Others Paid For 3 to 10kW Systems Near You, Then Compare Prices For Your Home

Solar-Estimate.org

Open

Sponsor Message

Become an NPR sponsor



# Go Direct: Government



Enter keywords, e.g. Tracking Progress



HOME

PROCEEDINGS ▾

RULES AND REGULATIONS ▾

PROGRAMS AND TOPICS ▾

FUNDING ▾

DATA AND REPORTS ▾

SHOWCASE ▾

California Energy Commission > Careers

## Careers

The California Energy Commission is the state's primary energy policy and planning agency, helping to lead California to a 100 percent clean energy future. Our innovative work in energy reliability, clean energy research and development, and energy efficiency helps our state and profoundly impacts climate policy and green

### POPULAR LINKS

[Search Job Openings](#)

[Video Tutorials on Applying for a Job](#)

[FAQs](#)

# Strategy 2: Networking

- Another strategy to discover green + climate jobs is via **networking**.
- There are a vast number of strategies for networking, including attending events, participating in organizations, and online networking.

# Networking

## FIND A GROUP NEAR YOU

To get active in the climate movement and meet like-minded people, use the map below to find a group in your community. Get in touch and join their next meeting. Everyone is welcome and everyone is needed.

If you don't see a group in your area, it might be time to start one yourself!

*Before organising or attending any face-to-face event or gathering, please check your country lockdown rules to know the Covid tier your area is in and what the restrictions are.*

**Mask up and stay safe.**

City, State, Country, and/or Zip Code **SEARCH**

**EVENTS** **LOCAL GROUPS** **REGIONAL HUBS**

**LOCAL GROUPS**

### 350 G-ROC (Ghana reducing our carbon)

Accra

G- ROC is a grassroots movement formed with the aim of mobilizing and empowering young people in partnership with key stakeholders to actively champion the need to reduce our carbon emissions as a key effort in combating climate change.

**GET INVOLVED**

The map shows a world map with markers indicating the locations of local groups. Markers are concentrated in North America, Europe, and parts of Africa and Asia. Countries labeled on the map include Greenland, Iceland, Sweden, Norway, Denmark, Germany, France, UK, Spain, Italy, Tunisia, Algeria, Mali, Cameroon, Kenya, Tanzania, Angola, Madagascar, Russia, Kazakhstan, Uzbekistan, Mongolia, China, Nepal, India, Thailand, Philippines, Malaysia, Indonesia, Sri Lanka, Oman, Yemen, Sudan, Egypt, Iran, and Turkey.

# Networking: Online

- Individuals in your network may share opportunities via online networks.
- Organizations or their staff (including hiring managers) may use online networks (e.g. social media) to conduct outreach for potential candidates.

# Networking: Online

Learn

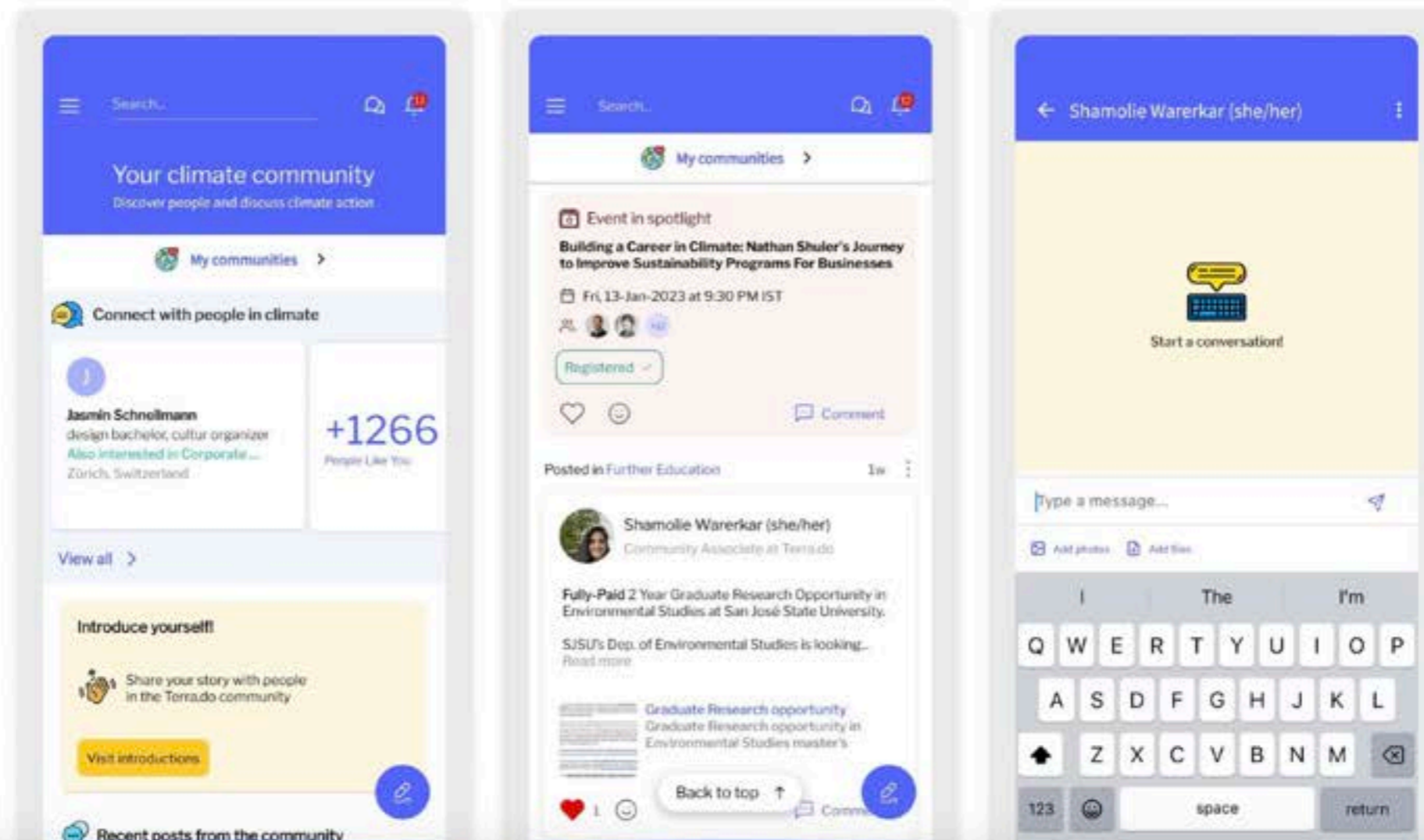
Work

Events

Community



**You can access our community on the Terra.do mobile app at the moment.** Find new connections, message people, introduce yourself, join groups and get a feed of discussions on the latest in climate, and more!



Get the Terra.do app

Connect with people  
join groups and  
discussions



SCAN ME

Download on the  
App Store

GET IT ON  
Google Play

# Strategy 3: Recruiters

- As with job boards, there are recruiters that focus on careers pertaining to climate, clean energy, and related areas. A number of these recruiters will post positions for which they are currently seeking candidates.
- You can find a listing of some of these recruiters via Green Jobs Network.

# Recruiters



DEI Active Searches

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[CONTACT US](#)

[SEARCH](#)

## Senior Program Officer, Climate

Clif Family Foundation | April 14, 2023 | Remote

[DOWNLOAD POSITION PROFILE \(PDF\)](#)

[EXPRESS INTEREST](#)

[MAKE A NOMINATION](#) →

SHARE



### About the Clif Family Foundation:

Born from the philanthropic vision of Gary Erickson and Kit Crawford, founders of Clif Bar & Company ('the Company') and Clif Family Winery, the Clif Family Foundation's mission is to

# Strategy 4: E-mail Lists

- There are a number of specialized e-mail lists that distribute job postings. A number of these are free for job seekers to join.
- Green Jobs Network publishes a jobs newsletter and maintains a listing of other newsletters.



# E-mail Lists

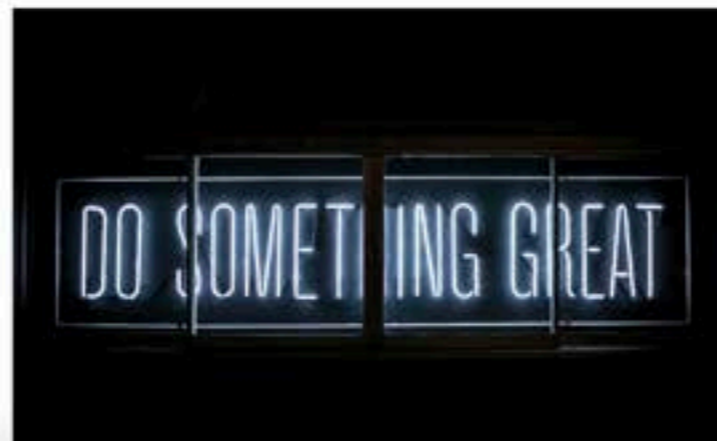
## Green Jobs List

*The Green Jobs Network newsletter*

Subscribe

**The premier newsletter for impact jobseekers**

[Click here for the latest issue!](#)



# Strategy 5: Academic Institutions

- Academic institutions offer a range of job-related resources for their students and graduates. These include access to job listings and job fairs.
- Academic institutions can also be a source of networking opportunities as well as career guidance.

# Academic Institutions

COLUMBIA UNIVERSITY IN THE CITY OF NEW YORK



## ALL IVY ENVIRONMENTAL AND SUSTAINABLE DEVELOPMENT CAREER FAIR

[Home](#) [All Ivy Partners](#) [Registration and Fees](#) [Schedule](#) [2023 Recruiters](#) [FAQs](#)

[Home](#) [2023 Recruiters](#)

### 2023 Recruiters

*\*2023 Recruiters will be added as they register.*

5

5's [GreenJobs](#) comprehensive services empower clients to maximize the benefits of deregulation while minimizing undue risks through a synchronous approach to procurement, sustainability, resiliency, and operations. Our team sets the standard for energy advisory firms in North America, helping thousands of commercial, industrial, and public-sector clients to create and implement Whole Health Energy Plans.

#### Contact Us

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# Follow the Money

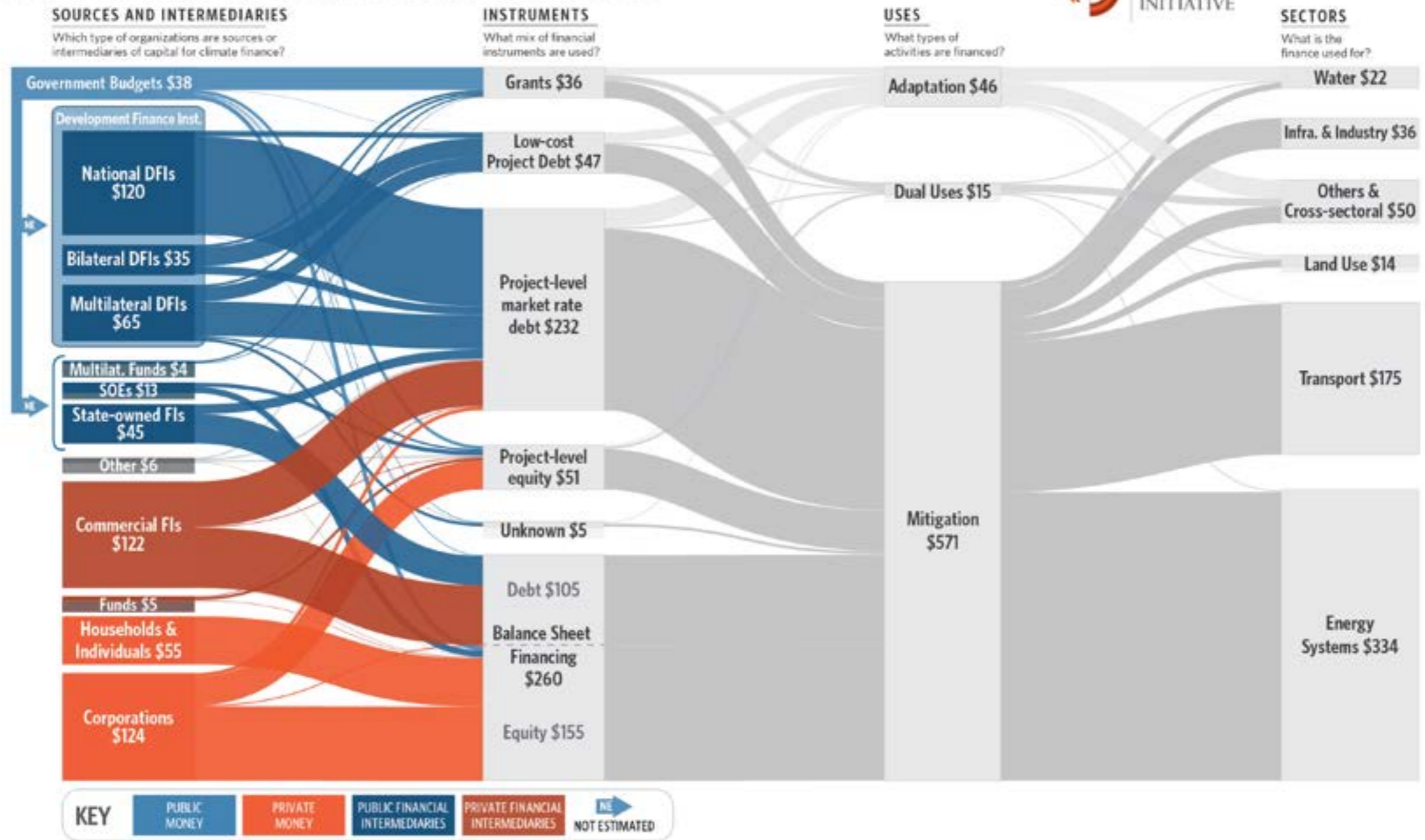
- One method to identify potential future green jobs is to identify **where investments are being made today**. Investments made today can lead to the development & growth of enterprises = jobs.
- There are ways to track developments in order to identify public and private sector investment.

# Follow the Money

## LANDSCAPE OF CLIMATE FINANCE IN 2019/2020

Global climate finance flows along their life cycle in 2019 and 2020. Values are average of two years' data, in USD billions.

**632** BN USD ANNUAL AVERAGE

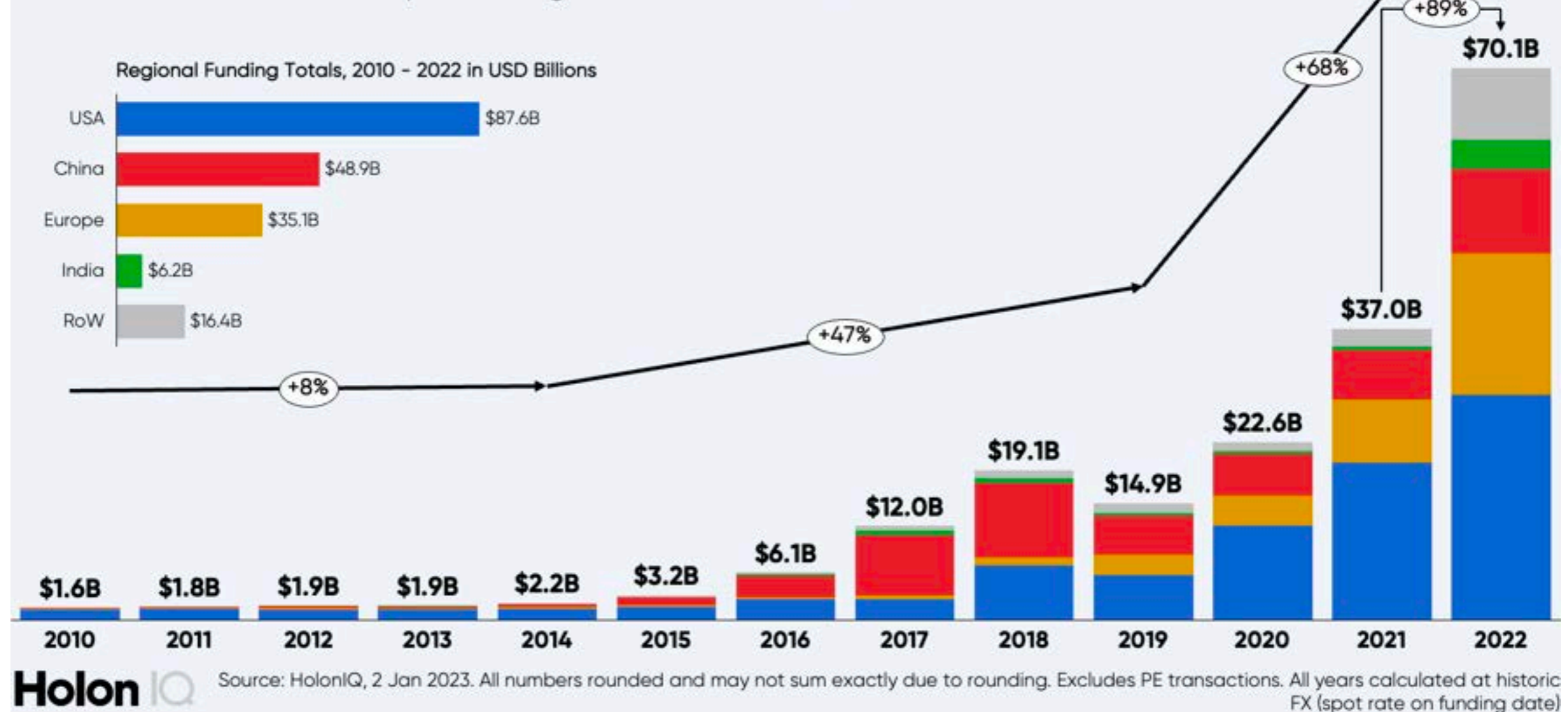


<https://www.climatepolicyinitiative.org/publication/global-landscape-of-climate-finance-2021/>

# Follow the Money

\$70.1B of Climate Tech Venture Funding for 2022, up 89% on 2021. Expect 2023 to moderate, but still exceed 2021 investment levels.

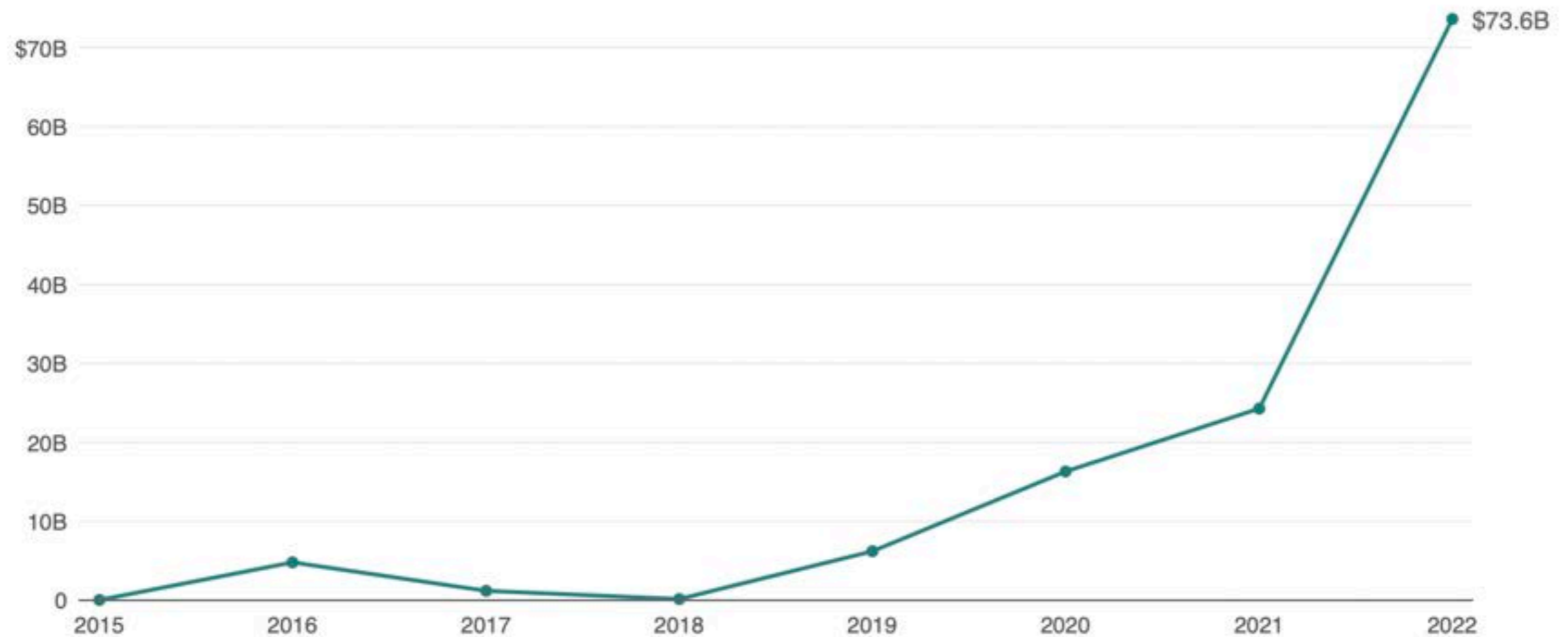
Global Climate Tech Venture Capital Funding, 2010 - 2022 in USD Billions



<https://www.holoniq.com/notes/2022-climate-tech-vc-funding-totals-70-1b-up-89-from-37-0b-in-2021>

# Follow the Money

Announced investments in U.S. electric vehicle manufacturing have skyrocketed



Source: Atlas Public Policy

Credit: Kaitlyn Radde/NPR

<https://www.npr.org/2022/12/30/1145844885/2022-ev-battery-plants>



# Follow the Money



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## 9 MILLION JOBS FROM CLIMATE ACTION: THE INFLATION REDUCTION ACT

[9 MILLION JOBS FROM CLIMATE ACTION: THE INFLATION REDUCTION ACT](#)

[STATE JOB CREATION REPORTS](#)

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[DOWNLOAD THE FACTSHEET](#)

A [new analysis](#) commissioned by the BlueGreen Alliance from the Political Economy Research Institute (PERI) at the University of Massachusetts Amherst finds that the more than 100 climate, energy, and environmental investments in the Inflation Reduction Act will create **more than 9 million good jobs over the next decade—an average of nearly 1 million jobs each year.**<sup>1,2</sup> That includes more than 6 million jobs created over the next 10 years by grants, loans, and tax credits and nearly 3 million jobs stimulated by new loan guarantee authority for the U.S. Department of Energy. The bill's broad investments will also help sustain the millions of existing jobs in the clean economy.

# Follow the Money



FILTER BY: LOCATION TYPE ▾ LOCATION ▾ TEAM ▾ WORK TYPE ▾

## BUSINESS DEVELOPMENT

### PROJECT DEVELOPMENT

Head of Project Development and Strategic Sourcing

SOMERVILLE, MA BUSINESS DEVELOPMENT - PROJECT DEVELOPMENT FULL TIME HYBRID

APPLY

## COMMUNICATIONS

### COMMUNICATIONS

Head of Communications

SOMERVILLE, MA COMMUNICATIONS - COMMUNICATIONS FULL TIME HYBRID

APPLY

# Follow the Money

## Climate Tech VC

Join the community of over 40,000 climate investors, founders, and market leaders.

AS SEEN IN:

**Bloomberg**

**TC TechCrunch**

 **REUTERS**

**FINANCIAL TIMES**

 **NEWSLETTER** →

Climate deals and news in your inbox every Monday

 **INSIGHTS** →

Market deep dives and funding insights

 **JOBS** →

Curated opportunities to work on climate

 **CAPITAL STACKS** →

Directory of funds putting climate first

# Follow the Startups

- New enterprises can be a source for potential future job opportunities. Some strategies for identifying these are:
  - ♦ Incubators & Accelerators
  - ♦ Investment Firms
  - ♦ Green and Social Impact Business Plan Competitions, Awards, and Fellowships

# Follow the Startups

Explore opportunities with our portfolio companies



Elemental Excelerator

121  
COMPANIES

796  
JOBS

[Search jobs](#)

[Explore companies](#)

[My job alerts](#)

Q Search by title, company or location

[Companies](#) [Job functions](#) [Locations](#)

[Create job alert](#)

Showing 796 jobs



**Senior Drilling Engineer**

Fervo Energy  
Houston, TX, USA · Today

[Read more >](#)



**Buyer/Planner**

Proterra  
Greenville, SC, USA · Today

[Read more >](#)



**UX Designer**

Geli  
San Francisco, CA, USA · Today

[Read more >](#)

# Follow the Startups

Apply for the next round of Concept Award Funding – applications open Feb 17th!



CalSEED

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[Impact](#)

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## Entrepreneur Directory

Explore the 116 startups CalSEED has supported over the past 6 years.

# Thank You

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## Climate Career Hub

Welcome to the Climate Career Hub! This is intended to be a one-stop resource center for job seekers who are interested in making a positive impact on the environment or climate change. Note that Green Jobs Network maintains additional resources for job seekers on our [blog](#).

To suggest a resource for this page send an e-mail to [hello@greenjobs.net](mailto:hello@greenjobs.net)

- [Climate Career Articles, Books, and Podcasts](#)
- [Climate Career Presentations & Reports](#)
- [Climate Job Boards](#)
- [Climate Recruiters](#)
- [Climate Career Coaches](#)
- [Climate Job Fairs & Events](#)
- [Climate Career Networking & Community](#)
- [Education & Training Resources](#)
- [Climate Investment and Startups](#)
- [Job Function Action Guides](#) (via [Project Drawdown](#))
- *More coming soon!*

# Thank You!

Leonard Adler  
leonard@greenjobs.net  
greenjobs.net

**GREEN JOBS NETWORK**

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FOR A HEALTHIER & MORE JUST WORLD