

# FUTERRA

## Job Description

<b>Role:</b>	Strategy Director
<b>Department:</b>	Content Team
<b>Location:</b>	London (UK) or New York (USA). 2+ days per week office based.
<b>Reports into:</b>	Chief Sustainability Officer
<b>Salary:</b>	£65k - £80k London \$120 - \$150k NYC

### About FUTERRA

Futerra is a change agency. That means we're a hybrid strategy consultancy and creative agency. We imagine better, brighter ways of doing things and then work with clients who can make them happen. And we're driven by our mission to make the anthropocene awesome. We believe sustainability is an opportunity and we work with the world's leading businesses and non-profits to find and unlock that opportunity through smart strategy and powerful creative.

We're a tight and global team of committed people who pool their passion and abilities to work with huge brands and groundbreaking startups to drive positive change. Anti-racism, intersectional sustainability and climate justice are deeply held commitments in Futerra, and we will keep walking towards them every day. We're also a great place to work, dedicated to creating a climate of inclusion and belonging.

And now, we're looking for someone to join us, to help drive more of that that change.

### MORE ABOUT YOU

You will play a key role on the strategy team. As Strategy Director you are responsible for leading, managing and delivering projects, helping to develop sustainability frameworks, targets, goals and implementation plans that deliver on them. You use insights to create bold, innovative strategies and deliver roadmaps that drive real change for our clients. You are an ambassador of Strategy, promoting our work both internally and externally and a confident communicator, taking the lead during client facilitation sessions and supporting the team during pitches.

Through our work we are helping to build the next wave of sustainability leaders and are looking for a highly motivated self-starter with the ability to generate impactful solutions for our clients and coaches others to do the same.

You define sustainability in its broadest sense and are familiar with leading-edge thinking and practice across a broad spectrum of issues: from climate justice and the circular economy to women's empowerment and human rights.

You will share our values on anti-racism, inclusion and equity and be excited at the prospect of working within a diverse, multigenerational team. We strongly encourage people of every color, orientation, age, gender, origin, and ability to apply, with the understanding that you will be adding to Futerra's diverse team. Because we value a diverse and equitable workplace, we prioritize an inclusive climate, absent of discrimination and harassment, during the application process and after you join the team. In addition, you will be given the support you need to grow your skill set, as well as work with your manager to understand advancement and growth opportunities at Futerra.

## **WHAT YOU'RE HERE TO DO**

### **Client Management and Delivery**

- Lead, manage and deliver strategic sustainability solutions for our clients.
- Lead and analyze research and make recommendations directly to client for and/or Chief Solutionist and CEO.
- Develop client-ready deliverables for Chief Solutionist/Board input and/or signoff.
- Develop positive and rewarding client relationships.
- Take the lead in facilitating client sessions and meetings.
- Lead the team on stakeholder engagement, materiality analyses and creation of strategy frameworks.
- Prepare client advice on emerging issues, risks and frameworks.

### **Working with Others**

- Work across functions in alignment with our 'change agency' philosophy.
- Collaborate effectively with departments across Futerra to continue developing their knowledge and understanding of our work.
- Support the Content Team in project delivery.
- Remain up to date with current industry trends and client news.
- Invest time in sharing knowledge and supporting direct reports and junior members of the team, enabling them to add value and cooperate in client relationships.
- Drive personal development by seeking opportunities to learn and develop from the Chief Solutionist/CEO as well as utilizing external training and resources.

### **People Management**

- Line manage internal strategists and external Strategy consultants where applicable, providing guidance and support and championing their development.

### **Revenue Generation**

- Develop and present new business pitches to clients.
- Identify and drive new business opportunities.
- Iterate on our process and practices to improve on our offering.
- Develop thought leadership pieces, proactive pitch ideas and blog posts that are aligned with and promote Futerra's mission, advancing sustainability discourse and attracting clients.
- Represent Futerra at key external events.

## WHAT YOU NEED TO KNOW

The Strategy Director will have the following skills and knowledge:

- 7+ years of experience in sustainability strategy or equivalent
- Strong knowledge of key sustainability areas, such as target evolutions, climate transition action plans, regulatory environment, scope emissions, carbon markets, circular models, biodiversity, resilient supply chains, equitable transitions, sustainable procurement, food systems, and nature-positive strategies.
- Track record leading engagements with executives and cross-functional teams, building trusted relationships, navigating diverse perspectives, and driving consensus.
- Education to degree level is desirable, preferably in sustainability, business, policy, or related fields.
- Genuine passion for Futerra and our mission and an entrepreneurial spirit towards sustainability and driving organizational change.
- A creative and innovative mind with the ability to generate ideas and inspire creativity from those around them.
- Proven experience in utilizing and landing research skills to inform high-stakes client decisions.
- Excellent collaboration skills with the ability to work effectively and bring people together in a team of ambitious and capable international sustainability strategy professionals
- A strong eye for detail to ensure work is delivered to an exceptional standard.
- Experience in line managing or mentoring junior members of the team.
- Comfort working in a fast-paced environment and meeting deadlines.
- Confidence and clarity in communications, including C-suite presentations and external thought leadership.
- High proficiency in Microsoft Office and Google Workspace.

To Apply: send your CV and cover letter to [jobs@wearefuterra.com](mailto:jobs@wearefuterra.com)

Applications close on **Friday 6 March 2026 at 11:59pm (GMT) / 11:59pm (ET)**.