

Research Director



The Circulate Initiative incubates, measures and amplifies inclusive solutions that stop plastic waste from flowing into the ocean and advance the circular economy while generating positive social outcomes in emerging economies.

About the Role

The Research Director is a new role created to advance a multifaceted research agenda that informs engagement of key actors to prevent ocean plastics and advance a circular economy.

This management position will oversee a diverse and dynamic portfolio of projects, ranging from multi-year studies to more “real-time” qualitative trends analyses, and be capable of both guiding the work of outside contractors, as well as directly leading research with our internal staff.

The Research Director will help to build a functional team envisioned as a shared research arm of The Circulate Initiative, The Incubation Network (TIN) and Circulate Capital. This role reports to the Chief Impact Officer.

Key Responsibilities

Research:

- Scope and manage multiple projects and resources simultaneously on themes as diverse as solid waste management, human rights, ocean health, capital markets, global supply chains, sustainability and circular economy.
- Guide/facilitate organizational learning and strategy-setting with data.
- Ensure timely delivery of high-quality, credible work products.
- Engage a wide range of key stakeholders as project advisors and audience members.
- Responsibly manage project budgets and contribute to reporting when necessary.

Knowledge Management:

- Develop and maintain tools and processes to support ongoing learning and access to data across the organization.
- Promote a data-driven culture, and encourage colleagues to use and contribute to resources and tools.

Team Management:

- Work collaboratively with senior management across TCI, TIN, Circulate Capital, and other contributors to research projects.
- Guide and support research analysts to make meaningful contributions to specific work streams.
- Mentor analysts to build their skills and expertise; provide constructive feedback and offer opportunities to make improvements.

Development:

- Develop compelling project proposals and scopes of work to secure funder and partner interest.
- Help to build and manage the necessary relationships with funders and partners to execute research projects.
- Help to negotiate contract agreements with partners on behalf of TCI.

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Skills and Qualifications

- Minimum 7 years' experience scoping client projects and managing teams for a strategy consulting firm, financial services firm, or similar project-based, client-oriented work; at least one major project should involve direct data collection using mixed methods in an emerging market.
- Exceptional client management/customer service skills, especially with corporations, policymakers, and/or financial institutions; known for being a good listener, taking feedback well, generating actionable insights, and being a trusted advisor.
- Excellent project management skills; ability to prioritize, set and meet deadlines, anticipate needs and opportunities, and provide direction to team members.
- Knowledge of a wide range of research/analysis methodologies and decision-making/design processes.
- Clear verbal and written communications; loves to tell stories with data and can produce deliverables appropriate to the audience on a tight timeline.
- Innately curious, aggressive problem solver with a bias toward action.
- Comfort with ambiguity and enthusiasm for an entrepreneurial work environment within a young and evolving organization.
- Experience working in at least two of the following areas is strongly preferred: environmental sustainability, oceans/marine debris, circular economy, waste management/recycling, responsible supply chains, municipal infrastructure, international development, innovation and entrepreneurship, South or Southeast Asian regions.
- Ability to work remotely and flexibly across time zones with colleagues in the Americas, Asia, and Europe; key staff are based in Singapore.

Compensation

Negotiable, based on experience.

To Apply

Candidates should submit a CV and cover letter to careers@thecirculateinitiative.org.

About The Circulate Initiative

The Circulate Initiative's (TCI's) mission is to end ocean plastic and build thriving, inclusive economies. TCI does this by attracting new entrepreneurs to the issue and giving them the skills and tools they need to develop businesses, while also creating the enabling conditions they need to succeed. In this way, TCI not only increases the circular economy and waste-related investment pipeline, but also builds the capacity of, and creates better conditions for, businesses and their workers and suppliers.

About The Incubation Network

The Incubation Network (TIN) is TCI's flagship program, co-led with the innovation agency SecondMuse, was created to act as a catalyst for action and investment in the circular economy that aims to prevent the flow of plastic waste into the world's oceans. The Incubation Network is dedicated to supporting innovators across South and Southeast Asia to develop viable, effective, and ultimately investable enterprises. TIN's venture support programming includes identifying, promoting, and incubating innovative technologies, business models and entrepreneurs across the region through challenges, hackathons or design jams, collaborative programs, and technical assistance and support. As a member network, TIN also provides entrepreneurial support organizations with information, programming, resources, and support to run programs focused on circular economy and waste and recycling.

About Circulate Capital

Circulate Capital is an investment management firm dedicated to financing innovation, companies, and infrastructure that prevent the flow of plastic waste into the world's ocean while advancing the circular economy. In 2019, Circulate Capital established the world's first investment fund dedicated to preventing ocean plastic: Circulate Capital Ocean Fund (CCOF). CCOF was created in partnership with leading corporations, PepsiCo, the first investor, Coca-Cola, CHANEL, Danone, Dow, Procter & Gamble, Unilever, Chevron Phillips Chemical, and backed by USAID. The fund seeks to identify, incubate, and invest in opportunities designed to intercept ocean plastic at the source by collecting, sorting, processing, and recycling waste in South and Southeast Asian countries.

The Circulate Initiative is an equal opportunity employer. We celebrate diversity and are committed to creating an inclusive environment for all employees and complying with all applicable equal employment opportunity laws.