



We are hiring

Would you like to be part of our dynamic, global, and growing team? South Pole Group is an energetic, global company offering comprehensive sustainability solutions and services. With offices spanning all six continents, we strive to create a sustainable society and economy that positively impacts our climate, ecosystems and communities. With our solutions, we inspire and enable our customers to create value from sustainability-related activities.

To further promote environmentally and socially responsible practices, we are currently looking to recruit a highly motivated and dedicated

Portfolio Manager (100%) based in London or Stockholm

In this role, you will be working in our Portfolio Management team and you are responsible for overseeing and developing business for the sales of carbon credits and renewable energy certificates (GoldPower RECs, GoOs, US RECs and I-RECs). In coordination with our emission reduction projects and marketing teams, you will draft proposals which meet clients' needs. You will participate in events in order to create new business opportunities.

Tasks and responsibilities

- Originate, structure and close new sales deals in carbon credits and RECs with retailers, intermediaries and wholesale companies
- Draft written proposals for carbon credits and RECs
- Following a structured approach to introduce the services the company offers to potential clients
- Collaborate with the Project Management team to optimise deliveries of projects developed by South Pole Group
- Coordinate the offering process in terms of content and timeline
- Drafting framework agreements for the acquisition of new emission reduction projects
- Client acquisition, including attendance to exhibitions and other corporate events
- Understand client needs, gather market intelligence and identify industry trends

Your profile

- University degree in Business Administration, Economics, Environmental Science or similar
- 4-6 years of commercial experience in an origination, brokerage or trading role in CO2 and/or renewable energy certificates markets is strongly preferred
- Strong track record in generating new business opportunities, closing deals and meeting customer needs
- Experience in achieving sales targets
- A good client's network
- Excellent written and oral command of English. German, French or Spanish is considered a strong plus
- Ability to work autonomously as well as within a larger team
- Excellent communication skills



We offer

- Work in a growing global company with a real commitment to sustainability and fighting climate change
- Excellent team spirit, work with a dedicated and enthusiastic international team around the globe
- Salary commensurate with your experience and competitive bonus structure

Please apply

If you are interested in joining a young and international team looking to make a difference to the world we would be happy to hear from you! Please send your cover letter and CV directly to our [website](#).