



We are hiring

Would you like to be part of our dynamic, global and growing team? South Pole 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 North America (100%) based in USA

South Pole (SP), with the objective of strengthening its market leading position in sustainability and climate change worldwide, is consolidating its presence in North America by opening a new branch in New York. As part of our Portfolio Management team and you will be responsible for procurement and sales of carbon credits and Renewable Energy (RE) certificates (GoldPower RECs, GoOs, US RECs and I-RECs) in the region. In coordination with our Emission Reduction Projects and Marketing teams, you will draft proposals to meet and exceed clients' needs. You will also participate in events in order to create new business opportunities. If you are a motivated and proactive individual with the ability to create new business opportunities, then we are looking for you.

Tasks and responsibilities

- Identify, evaluate and contract carbon credits and RE certificates
- Work closely with suppliers to obtain the most suitable projects and develop customised solutions for our clients
- Maintain and develop a network of suppliers
- Originate proposals for clients and structure and close new sales deals in carbon credits and RECs with retailers, intermediaries and wholesale companies
- Collaborate with the Project Management team to optimise deliveries of our projects
- Client acquisition, including attending exhibitions and other corporate events
- Understand client needs, gather market intelligence and identify industry trends
- Support sales and marketing activities, internally and externally
- Manage and enhance systems for project information capture, storage and internal dissemination

Your profile

- An university degree in a relevant field, such as Environmental Management, Sustainability or a similar field
- 2-5 years of commercial experience in an origination, brokerage or trading role in CO2 and/or RE certificates markets, preferably in USA
- Knowledge of carbon and/or RE products and markets, ideally including experience and understanding of:
 - Project-based carbon standards, technologies and project development processes
 - RE certificate and greenpower products and markets
 - Global carbon and RE reporting standards (e.g. CDP, GHG Protocol)
- Strong track record in generating new business opportunities, closing deals and meeting customer needs
- Proven ability to build and maintain strong relationships with suppliers, clients and team members



- A good supplier and client network
- Excellent written and verbal communication skills including ability to translate technical information appropriately for all the audiences
- Legal or contract management skills are an asset
- Ability to work autonomously as well as within a larger team
- Excellent written and oral command of English. Proficiency in German, French or Spanish is a plus
- Advanced skills in MS Word, Excel and PowerPoint are essential
- American nationality or holder of a valid work permit is a must

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 application in English directly through our [website](#).