



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 (100%) based in Sydney or Melbourne, Australia

As a Portfolio Manager, you will be responsible for managing existing business and developing new business for the sales of carbon credits and renewable energy certificates (REC). You will work both in coordination with our projects and marketing teams for drafting proposals in order to meet corporate CSR needs as well as participate in events, in order to create new business opportunities. You are also expected to be involved in coordinating trading and acquisition of new projects generating carbon credits and renewable energy certificates. If you are familiar with carbon credit sale, renewable energy certification, and experienced in managing business development and proposals, then we are looking for you!.

Tasks and responsibilities

- Identify, evaluate, and purchase carbon credits and renewable energy certificates, including associated contract and financial management
- Draft written carbon or Renewable Energy Certificate proposals
- Collaborate with the Project Management to optimise deliveries of projects developed by South Pole
- Maintain and develop a network of suppliers
- Work closely with suppliers to obtain the best projects at the best prices, and to identify and develop customised solutions for clients
- Provide information about products, projects, and processes to clients and staff, to support sales and marketing activities
- Manage and enhance systems for project information capture, storage, and internal dissemination
- Understand client needs, gather market intelligence and identify industry trends

Your profile

- Tertiary qualifications in a relevant field (e.g. environmental management, sustainability) or broader field with evidence of a focus on environmental or sustainability issues is an advantage
- 2+ years of experience in similar role
- Knowledge of carbon and/or renewable energy products and markets, preferably including:
 - Experience/understanding of project-based carbon standards, technologies and project development processes
 - Experience/understanding of renewable energy certificate/ greenpower products and markets
 - Experience/understanding of global carbon and renewable energy reporting standards (e.g. CDP, GHG protocol)
- Proven commercial acumen and ability to negotiate purchase contracts



- Proven ability in building and maintaining strong relationship with suppliers, clients, and team members
- Excellent written and verbal communication skills including ability to translate technical information appropriately for non-technical audiences
- Has investigative and creative skills, e.g. researching new products and new markets to create new or enhanced solutions
- Legal/contract management skill will be an advantage
- Excellent analytical skills including high level of financial literacy, numeracy, and competency with Microsoft Excel
- Experience working with information management systems
- Demonstrated belief in and commitment to climate change mitigation and broader sustainability objectives
- National, or holder of a valid work visa in host country

We offer

- Collaboration in a challenging and exciting global company with a real purpose
- Work with highly dedicated and motivated experts of South Pole's dynamic team
- Excellent team spirit

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](#). If you have any questions regarding this vacancy, please contact Ms. Tiara Anggraeni on +62 21 7207567 or on jobs@southpole.com.