



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 Amsterdam, Netherlands

As part of the Portfolio Management team you will be responsible for overseeing and developing business for the sales of carbon credits and Renewable Energy Certificates (RECs). You will also take responsibility for research and analysis of new opportunities in environmental markets in different countries around the world. In addition, you will participate in events and forums with the objective to create new business opportunities and in coordination with our emission reduction projects and marketing teams, you will draft proposals which meet clients' needs.

Tasks and responsibilities

- Originate, structure and close new sales deals in carbon credits and RECs with retailers, intermediaries and wholesale companies
- Develop and maintain a network of suppliers
- Work closely with suppliers to obtain the best projects at competitive prices and to identify and develop customised solutions for clients
- Draft written proposals for carbon credits and Renewable Energy Certificates and coordinate the offering process in terms of content and timeline
- Follow a structured approach to introduce the services the company offers to potential clients
- Client acquisition, including attendance to exhibitions and other corporate events
- Work closely with various teams to research potential new opportunities in environmental markets around the globe
- Provide information about products, projects and processes to clients and staff, to support sales and marketing activities
- Understand client needs, gather market intelligence and identify industry trends

Your profile

- University degree in Business Administration, Economics, Environmental Science or similar
- 2-3 years experience in 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 Certificates and green power products and markets
 - Experience/understanding of global carbon and Renewable Energy reporting standards (e.g. CDP, GHG Protocol)
- Excellent analytical skills including high level of financial literacy, numeracy and competency with Excel
- Experience working with information management systems (CRM, accounting, databases, etc.)
- Proven commercial acumen, for example experience in achieving sales targets
- Proven ability to build and maintain strong relationships with suppliers and clients



- Investigative and creative skills
- Legal and contract management skills are an advantage
- Excellent written and verbal communication skills
- Excellent written and oral command of both English and German is required
- National, or holder of a valid required work visa in host country

We offer

- Be part of a growing and multicultural company with a real purpose
- Excellent team spirit working with dedicated and enthusiastic people
- The opportunity to use your skills, experience and enthusiasm to help a growing company with big ambition

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. Wiesendanger on +41 43 501 35 50 or on jobs@southpole.com.