



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

Head of Global Sourcing (100%) based in London or Amsterdam

In this role, you will be part of the Projects and Portfolio Team, responsible for defining, taking ownership and monitoring South Pole's sourcing policies, strategies and activities, as well as managing the sourcing team. You will also develop new business with project developers, retailers, intermediaries and wholesale companies active in the carbon markets and renewable energy space. In addition, you will represent South Pole in different forums on the topic of environmental markets.

Tasks and responsibilities

- Oversee global sourcing activities for all environmental market products offered by South Pole
- Prepare a global sourcing business plan, define sourcing policies and mid- to long term sourcing strategies
- Introduce innovative, effective and proven methods and tools to boost the sourcing activities within South Pole
- Structure long term strategic partnerships and deals with several different stakeholders (NGOs, foundations, corporates, multilaterals, banks, universities, governments etc.) in order to optimize likelihood of successful implementation and profitability for the company
- Collaborate with the international Projects and Portfolio Management team as well as the Sales team to optimise and manage existing large deals and structure new ones
- Maintain and develop a network of environmental product suppliers, with whom you will work closely to obtain the most suitable projects and develop customised solutions for our clients
- Understand client needs, gather market intelligence and identify industry trends
- Create compelling carbon and RECs project portfolios to meet the demands of our broad set of corporate and public sector clients
- Serve as an environmental markets expert in client meetings or calls and exhibitions and other corporate events
- Represent South Pole on different forums on the topic of environmental markets
- Manage a sourcing and Business Development team comprising mid- to senior level staff
- Collaborate with the regional Heads of Projects (Bangkok, Beijing, Medellin, Bogota) for local sourcing efforts, in coordination with the global head of project development

Your profile

- University degree in Business Administration, Economics, Environmental Science or similar
- 4-6 years of relevant work experience, with commercial experience in origination in carbon market (or other environmental markets), or proven successful track record in sourcing and business development
- Knowledge of carbon products and markets, preferably including experience and understanding of:
 - Project-based carbon standards, technologies and project development processes
 - Global carbon and renewable energy reporting standards (e.g. CDP, GHG Protocol)



- Knowledge of renewable energy certificate and greenpower products and markets is considered an asset but not a requirement
- Strong track record in generating new business opportunities, closing deals and meeting customer needs
- Excellent communication and pitching skills, especially cross-culturally
- Excellent written and oral command of English; German, French and/or Spanish is considered a strong plus
- Experience in managing a team preferred
- Willingness to travel to other countries and continents (minimum 20%)

We offer

- Work in a growing global profit for purpose company with a real commitment to sustainability and fighting climate change
- Excellent team spirit, work within a large and international team of sustainability passionate professionals

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 through our [website](#). If you have any questions regarding this vacancy, please contact Ms. Alvarez on +44 2037051770 or on jobs@southpole.com.