



## 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. South Pole acts today 'for a better tomorrow'. With offices all around the globe, we accelerate the transition to a climate-smart society. Our vision is "Climate Action for All": 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

### **Senior Sourcing Manager - Carbon Procurement (100%)** based in Amsterdam, London or Stockholm

In this role within the Portfolio Management unit, you will be responsible for South Pole's procurement strategy and for structuring and closing carbon credit sourcing transactions. You will develop business with project developers, retailers, intermediaries and wholesale companies active in carbon markets. This position requires commercial acumen, transactional capability and ability to capture optimisation opportunities. Furthermore, you will work in coordination with our Projects and Marketing teams to draft proposals in order to meet Corporate Social Responsibilities (CSR) needs.

#### Tasks and responsibilities

- Originate, structure and close new deals in carbon credits with project owners, retailers, intermediaries, trading and wholesale companies
- Grow the network of project developers and suppliers of carbon credits
- Create a strategic and compelling carbon project portfolios for meeting the demand of our broad set of corporate and public sector clients
- Collaborate with Key Account Managers to understand the clients' needs for certificates and provide market-related feedback
- Analyse client needs, gather market intelligence and identify industry trends
- Collaborate with the international Project Management teams for the purpose of optimising deliveries of projects developed by South Pole
- Represent South Pole in different forums on carbon markets in order to generate business

#### Your profile

- A University degree in Economics or Business Administration, ideally with evidence of a focus on environmental or sustainability issues
- 5-7 years of commercial experience, preferably in an origination, brokerage or trading role in carbon markets
- Knowledge of and experience in carbon products and markets, preferably including:
  - Project-based carbon standards, technologies and project development processes
  - Global carbon 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
- Legal and contract management skills are a plus
- Entrepreneurial and proactive mindset, willingness to take initiative
- Excellent written and oral command of English. Fluency in German, French and/or Spanish are advantageous



- National, or holder of a valid required work visa in host country

#### We offer

- Excellent team spirit
- Be part of a growing and multicultural company
- Work autonomously as well as within an international team of passionate sustainability 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 us on [jobs@southpole.com](mailto:jobs@southpole.com).