



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 Partnerships (100%) based in Amsterdam or London

As part of the Portfolio Management team you will be responsible for overseeing and developing business for the sales and trading of carbon credits and Renewable Energy Certificates (RECs). You will also get the ability to research and analyse 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
- Be in touch on a daily base with brokers, traders and producers for Carbon and RECs
- 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
- 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 trading opportunities in environmental markets around the globe
- 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, in a sales, brokerage or trading role, 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
- Excellent analytical skills including 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 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 us on jobs@southpole.com.