



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

Senior Business Developer, South-East Asia (100%) based in Jakarta, Indonesia

As part of the Project Development team, you will be responsible for screening, planning, coordinating and managing our South-East Asian project portfolio. You will be reporting directly to the Head of Project Development and will closely collaborate with the Heads of Projects in Bangkok and Beijing, as well as the Head of Global Sourcing in order to ensure an efficient and effective implementation of South Pole's sourcing strategies. In addition, you will coordinate new potential in-setting projects. If you are an enthusiastic professional with an understanding of carbon finance, especially forestry and land use, then we are looking for you!

Tasks and responsibilities

- Structuring and sourcing new projects that are eligible for carbon finance, especially in forestry and land use
- Coordination of new potential in-setting projects
- Support business development, including targeted business meetings, leading pitching sessions, financial analysis and liaising with clients
- Support with acquiring new consultancy assignments in the area of carbon and renewable energy projects, such as full cycle project development services, climate policy analysis and market analysis
- Proactive networking with relevant organisations including potential project owners, multilaterals, public and private entities, government agencies, NGOs/Foundations, banks etc.
- Attending relevant gatherings and conferences and expanding the existing network
- Close collaboration with the Heads of Projects in Bangkok and Beijing and the Head of Global Sourcing, and efficient and effective resource planning to optimise sourcing activities

Your profile

- University degree in Business Administration, Economics, Environmental Science or another relevant field, preferably with a strong focus on land-use, forestry and/or energy
- 4-5 years work experience, preferably in the area of deforestation prevention, climate-smart agriculture promotion and/or clean energy systems
- Track record of project development in Indonesia preferred
- Knowledge of renewable energy certificate and greenpower products and markets is considered an asset
- Strong negotiation skills and the ability to reach conclusions on complex deals
- 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 and Bahasa are essential and any other languages would be of advantage
- Willingness to travel to other countries



- National, or holder of a valid work permit

We offer

- Excellent team spirit
- Be part of a growing and multicultural company
- Work experience in a leading sustainability consultancy firm with the opportunity to work with a wide range of experts from a broad range of sustainability fields
- Work autonomously as well as within a large and international team

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. Tiara Anggraeni on +62 21 7207567 or on jobs@southpole.com.