



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 spanning all six continents, 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

Director Sustainable Finance India (100%) based in New Delhi, India

As part of the Funds and Platforms team within the Consultancy & Services unit, you will focus on managing programs that convene our public and private sector clients to design, finance, and implement climate change adaptation and mitigation along with other sustainability measures, policies, and infrastructure projects. The main focus of the role is to interact with city governments, construction companies, urban planners and project developers, as well as financial intermediaries with the ultimate goal to advance low-carbon and climate-resilient cities in India. The focus will be on the water, waste, transport and building sectors. You will also acquire and implement consultancy mandates for national and international clients on the design and financing of specific infrastructure projects, including financial structuring (e.g. financing facilities) in order to reduce carbon emissions and improve living conditions. While the role will primarily focus in India, you will also potentially be responsible for other countries in Asia. This is a fast growing and dynamic business area with global market potential, are you ready for the challenge?

Tasks and responsibilities

- Oversee the development of business, including Expressions of Interest and winning proposals to acquire consultancy and platform management mandates in India and potentially other countries in Asia. As part of this, participation in client facing events and meetings, to speak about relevant topics and represent South Pole and its services
- Support the development of South Pole's strategy and service offerings in the field of Funds and Platforms, as well as climate finance advisory
- Managing the CapaCITIES mandate on low-carbon and climate-resilient cities in India, supervise and guide the project team during implementation, with a particular focus on the technical aspects of the mandate, interaction with key partners in India (particularly ICLEI South Asia and SDC India), the overall profitability of the mandate and final sign-off on the technical quality of deliverables. As part of the implementation of the CapaCITIES mandate, you will:
 - o Be working in close interaction with the CapaCITIES co-team leader in Switzerland
 - o Support the development of South Pole's strategy and service offering in the preparation of capacity building materials for primarily public officials, project developers and the financial sector in the fields of sustainable infrastructure design and financing
 - o Participate in, or provide directly, capacity building for particularly public officials and subsequently to construction companies or financial sector representatives
- For other implementation mandates:
 - o Where required, provide technical leadership in the implementation of advisory and platform mandates and technical reviews of projects managed by other colleagues
 - o Design of project work plans, schedules, budgets and delivery of financial and technical status reports
 - o Financial and administrative oversight of mandates



- o Leading of assignment-specific, international teams composed of internal and external experts and organisations

Your profile

- A minimum Master's degree, ideally with some post-graduate work in Environmental Sciences, Engineering, Finance or sustainability related disciplines
- Minimum 10 years of relevant work experience in program management, consultancy and/or business development
- Proven experience of effectively managing, supervising and developing direct reports
- Ability to manage a team of more than 10 members (internal and/or external collaborators) on specific projects/consultancy mandates
- Managing project budgets of over 1 million USD in size
- Proven ability to create high quality written documents (proposals and deliverables) in English
- Strong technical and financial expertise on sustainable cities
- Commercial skills and good business sense to be able to identify and seize opportunities in a challenging and competitive market environment
- Have a strong network of local consultants, project developers, donors, manufacturing companies and engineering companies and other relevant stakeholders in Asia
- Track record in developing climate change mitigation projects, programs or instruments across sectors and technologies would be an asset
- Excellent oral and written command of English and working knowledge of Hindi. Professional proficiency in other relevant regional languages is of advantage

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
- The opportunity to work with professional experts all around the world

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.