



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

Senior Sourcing Manager African Projects (100%) based in London or Amsterdam

South Pole has built a solid reputation for developing and mobilising finance for a wide range of projects around the world to reduce greenhouse gas emissions. As Senior Sourcing Manager, you will be responsible for screening, planning, coordinating, and managing our African project portfolio. You will be reporting directly to the Head of International Sourcing and closely collaborate with the Heads of Projects in other locations as Bangkok, Beijing and Medellin in order to ensure an efficient and effective implementation of South Pole's sourcing strategies. This is a fast growing and dynamic business area: if you are ready to take the challenge, then we are looking for you!

Tasks and responsibilities

- Structure and source new projects that are eligible for carbon finance, especially community based and forest conservation projects
- Coordinate new potential in-setting projects and projects aimed at reducing supply chain emissions from commodities delivered to South Pole's corporate clients
- Drive business development, including targeted business meetings, leading pitching sessions, financial analysis and liaising with clients
- Network proactively with relevant organisations including potential project owners, multilaterals, public-private entities, government agencies, NGOs/Foundations and banks among others
- Attend relevant gatherings and represent South Pole in conferences
- Closely collaborate with the Heads of Projects in other locations, the Head of International Sourcing and the Head of Project Development in order to ensure an efficient and effective implementation of South Pole's sourcing strategies
- Efficient and effective resource planning to optimise sourcing activities
- 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

Your profile

- University degree in Business Administration, Economics, Environmental Science or other relevant field
- 5-8 years work experience, preferably in the area of carbon project development and/or community-based projects
- In-depth knowledge of carbon credits, carbon standards and carbon project development, preferably including experience and understanding of community-based projects like clean cookstoves, water purification, and/or solar home systems
- Knowledge of forest carbon projects including REDD+ and restoration
- Track record of project development in Africa preferred



- Strong track record in generating new business opportunities, closing deals and meeting customer needs
- Excellent negotiation skills, communication and pitching skills, especially cross-culturally
- Excellent written and oral command of English, French is a plus and additional languages an advantage
- Willingness to travel, mainly to and within Africa
- Holder of a valid work permit is essential

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 a culturally diverse team based 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.