



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

Sourcing Contracts and Opportunities Manager (100%) based in New Delhi, Jakarta or Bangkok

As part of the Projects and Portfolio Business Unit, you will support the International Sourcing Team with various tasks related to sourcing, business development, analysis, as well as dealing with negotiations, closing and especially contracting. This position will also play an important role in exploring and initiating new opportunities, pursuing and closing them under the guidance of the Sourcing team. This is a role with exciting opportunities and unique challenges, are you ready for them?

Tasks and responsibilities

- Support the global project sourcing activities for carbon credits and possibly other environmental market products offered by South Pole
- Draft contracts related to sourcing, such as Emission Reduction Purchase Agreements (ERPAs).
- Identify and initiate conversations with several different stakeholders (NGOs, foundations, corporations, multilaterals, banks, universities, governments, etc.) with the aim of progressing towards establishing successful partnerships and closing deals
- Support in developing and maintaining a network of project developers
- Conduct various project sourcing tasks including, but not restricted to, research, checking qualifications under carbon standards, technical assessment, emission reduction estimates, project profitability/cash flow projections, preparing presentations, writing reports and drafting agreements
- Managing and maintaining databases as well as recording important information related to potential projects and developers
- Coordinate and collaborate with South Pole's global team from various offices across continents
- Assist the Sourcing Team in obtaining suitable projects to expand South Pole's global project portfolio and develop customised solutions for our public and private sector clients

Your profile

- University degree in Business Administration, Economics, Environmental Science, Engineering, Law or similar
- 2-4 years of relevant work experience
- Skills and prior experience in drafting contracts/agreements is a must
- Proficiency with MS Office, especially MS Word, MS Excel, MS PowerPoint and Google Suite
- Excellent communication skills and a professional attitude
- Knowledge of carbon credits, carbon standards and carbon project development, as well as experience in community-based projects such as clean cookstoves, water purification, and/or solar home system will be an



advantage

- Basic knowledge of forestry and land-use carbon projects
- Commercial skills in project origination for carbon market and generating new business opportunity is optional, but is an advantage
- Excellent written and oral command of English; conversational capability in other languages is considered a plus
- National, or holder of a valid work permit

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.