

Business Development Manager - Carbon Offsets - East Africa

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Company: AltGen

Location: Kenya

Category: other-general

Description

Interested in further developing your career in the multibillion-dollar carbon offset industry? We are seeking an individual with skin in the carbon game.

Our client, an established, award-winning, global brand in the carbon and cleantech industries, is seeking an **experienced Business Development Manager to expedite growth for their carbon division (someone with proven international carbon sales expertise).**

The perfect fit for this role should have **6+ years of experience** in **closing carbon credit deals** alongside a Master of Business Management (**MBM**) and/or Master of Business Administration (**MBA**) .

Through this experience, you should have established an international network within the heavy carbon emitter sovereign states. These could include high carbon emitter states such as Saudi Arabi, the United States, Australia, Japan, and India. Tell us all about **your exceptional track record of closing large ticket size deals with these heavy hitters.**

This rapidly changing landscape demands an individual who can quickly adapt to international policy changes by implementing comprehensive business development strategies, and effectively mapping the market through business intelligence. By securing this role, you would become a crucial part of a company that has successfully contributed to global social and environmental transformation.

NB: ROLE IS KENYA-BASED. The successful candidate will work on-site in Kenya.

Apply now!

Interested in finding out more about AltGen and want to receive updates on new industry-

relevant job roles? Then follow our **LinkedIn page** and subscribe to our **mailing list**.

Education Requirements

A bachelor's degree or higher in a relevant field (BCom, Business Management, Economics)

MBA is beneficial

Experience Requirements

6+ years of sales experience in the carbon offset industry

An established international network of wealthy Sovereign state entities as well as major (carbon-heavy) private players

A proven track record of successful carbon credit deals (large scale ticket sizes)

Marketing experience highly desirable

Responsibilities

Closing carbon credit deals!

Established network of wealthy sovereign states

Excellent track-record of stakeholder engagement (international clients)

Developing, overseeing, and ensuring the most efficient use of various sales methodologies and tools

Establish consistent and expandable sales procedures

Skills

Exceptional team-development capabilities

Excellent communication and administrative capabilities

Proven proficiency in CRM platforms

Ability to comfortably engage and close deals with high-profile stakeholders.

Strong attention to detail and easily adaptable to fast-changing industry trends

Who Is AltGen?

We offer recruitment, consulting and employment services with a focus on recruitment for

renewable energy and sustainability jobs across the globe. AltGen is a renewable energy recruitment agency with offices in South Africa, Botswana, Namibia, Kenya, Mauritius, and the United Kingdom, which focuses on developing careers for individuals in our niche space. With an experienced and passionate team with over 100 years of combined experience, AltGen plays an integral role in the renewable energy and sustainability industry. We operate throughout the world and are rapidly expanding.

Our recruitment agency focuses on jobs in: Solar | Wind | Renewable Energy | Biogas | Biomass | Energy Management | Energy Efficiency | Green Buildings | Green Tech | Photovoltaics | Solar Thermal | Energy Storage | Battery Systems | Off-grid | Hydro | CSP | CPV | IoT | AI | AgriTech | FinTech | Green Hydrogen | Wheeling | Energy Trading | ESG | Sustainability | Carbon Management.

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