



**First Climate is one of the prime Carbon Asset Management firms in Europe. We are a leading provider of carbon offset services, trading and advisory, with a strong global market presence in sourcing and procuring carbon credits.**

To strengthen our team, we are looking for:

## **Senior Business Development Manager Markets Division**

*Position located in Bad Vilbel/Frankfurt (Germany) or London (UK)*

You will be responsible for developing a sales/distribution strategy for our company's markets division, with a focus on the sales activities in Southern Europe.

### Key Responsibilities

- Structure and implement a medium term sales/distribution strategy
- Lead the sales/distribution activities in Southern Europe
- Grow and maintain customer base
- Promote the company's products and services in the region
- Establish network of relationships within the European Carbon Market
- Coordinate activities in the region

### Specific Requirements

You have a university degree in Economics or Law (Masters or equivalent) and a minimum of 10 years related work experience. You possess knowledge of Southern European languages (Italian, Spanish, French) and a very good command of English and/or German. Experience and in-depth knowledge of the European Emission Trading Scheme, financial products in this market and the Flexible Mechanisms of the Kyoto Protocol are a must. You are a highly self-motivated and communicative individual with a developed network of relationships within sectors affected by the scheme.

### To Apply

Please send your electronic application to the Head Human Resources Management

Linda Manieram  
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Stauffacherstrasse 45  
CH 8004 Zurich  
Switzerland  
E-mail: [linda.manieram@firstclimate.com](mailto:linda.manieram@firstclimate.com)

In your application please quote job reference # MKT\_102, state your salary expectations and earliest start date.

[Click here to apply](#)