

## Blue World Carbon

Blue World Carbon (BWC) is an international company in the field of carbon development and advisory services. Our global team of professionals offers comprehensive carbon solutions to our clients in the renewable energy and energy efficiency sectors in both the CDM and JI market. BWC is headquartered in Belgium (Brussels) with offices in Russia, Ukraine, South Africa and Singapore and expanding further into Southeast Asia.

The company is expanding its presence across its main client markets and is currently seeking best-in-class professionals for its offices in Singapore, Indonesia and Vietnam. We are looking to attract those individuals that excel in their field and have a strong passion for their work. We are offering a dynamic working environment in a fast-growing organization, with an opportunity to develop and grow within the organization. We provide a competitive remuneration package and incentive structure.

<b>Position Title</b>	<b>Carbon Originator – Vietnam</b>
<b>Team</b>	Origination
<b>Work Experience</b>	Minimum of 2 years working experience in Sales, Business Development or Origination of Carbon or Energy. Personal network in Carbon or Energy sector crucial.
<b>Location</b>	Hanoi/ HCMC, Vietnam
<p><b>Brief Job Description</b></p> <p>For its office in Vietnam, BWC is seeking a dynamic, entrepreneurial and driven individual who is capable of identifying and developing opportunities in the Vietnamese CDM market. The primary responsibility of the Carbon Originator will be to represent BWC to our Vietnamese clients and identify opportunities for further growth of the company's portfolio in Indonesia. He/She will be supported by both the local implementation team as well as the regional origination team.</p> <ul style="list-style-type: none"> <li>• Responsible for commercial operations of BWC in Vietnam:</li> <li>• Develop opportunities for growth of BWC in the Vietnamese carbon market</li> <li>• Identify carbon credit projects across the country in some of the following sectors: Hydro, Wind, Biomass, Biogas, Energy Efficiency, Landfill/Mining methane avoidance</li> <li>• Represent BWC to Vietnamese clients and at local conferences</li> <li>• Liaise with potential clients and inform them of our services; prepare commercial documentation</li> <li>• Cooperate with the implementation department to assess the viability of identified projects and apply risk management to optimize the risk-reward ratio of our portfolio</li> <li>• Offer clients structured proposals and carry out negotiations on carbon development or emission reductions purchase contracts (ERPA)</li> <li>• Cooperate with the regional Origination Team, based in Singapore</li> </ul>	
<p><b>Key competencies</b></p> <ul style="list-style-type: none"> <li>▪ Degree in engineering, economics, environmental sciences or equivalent scientific disciplines preferred but not required</li> <li>▪ Demonstrable ability to map opportunities, motivate prospects and generate new business</li> <li>▪ Demonstrable experience either in CDM project management or origination in Vietnam</li> <li>▪ Entrepreneurial networker, sociable</li> <li>▪ Intimate familiarity with the CDM process</li> <li>• Good understanding of renewable energy and energy efficiency</li> <li>• Capacity to work independently and under pressure.</li> <li>• Fluent in both English and Vietnamese</li> <li>▪ Experience in PoAs is considered an advantage</li> </ul>	

**Others:**

- Should be willing to travel extensively domestically and internationally
- Excellent growth opportunities within a growing global player

**Application procedure:**

Send your resume with accompanying email indicating CDM related working experience and salary expectations to [HR\\_SEA1@BlueWorldCarbon.com](mailto:HR_SEA1@BlueWorldCarbon.com) . Candidates will only be contacted in case they are shortlisted.

Applications in which salary expectations and CDM working experience are not provided in the accompanying email are not considered in the further hiring procedure.