

Job Title: Commercial Director

Company: Africa Carbon Partners (ACP)

Location: London, UK (with travel to sub-Saharan Africa)

Company Overview:

Africa Carbon Partners (ACP) is a fast-growing carbon credit development company, incubated by Savo Project Developers, with a vision to become the leading carbon credit originator, developer and financier in Africa. Our mission is to reduce carbon emissions, restore landscapes and support long-term community income generation through carbon trading and sustainable conservation management. We aim to support the development of 6+ large scale conservation carbon projects and protect 2.5 million ha of landscape by 2030.

Savo is a boutique investment and project development company focused on building sustainable businesses across Africa. In less than 3 years Savo has executed over USD 75 million in transactions with YoY deal growth of 60% and deals closed across 6 countries including Nigeria, Kenya, Ethiopia, Madagascar, Cameroon and Uganda. Savo's key themes are; sustainable industrialisation, carbon development, inclusive living and C&I renewable energy.

ACP's key areas of focus are:

- **Onboarding landscapes:** identifying projects, engaging landscape managers, creating landscape management plans, aligning community, aligning offtakers, establishing government agreements, verifying carbon, creating benefit sharing mechanisms and ensure the full project package creates value for community and nature.
- **Fundraising:** Arranging pre-finance and project development funding as required for the projects securing early stage high risk capital and long term partnerships.
- **Offtake alignment:** Conduct sales and marketing of credits and negotiating commercial offtake agreements for carbon credits.

ACP will give you the opportunity to work in unique and vital landscapes that are key to the preservation of biodiversity of Africa. We are currently supporting Gashaka Gumti, Nigeria's largest national park, to establish its carbon programme and aim to grow our pipeline of projects in the coming months.

Opportunity:

ACP is looking to hire a Relationship Manager and a Commercial Director.

As the **Commercial Director**, you will lead on project structuring, financing and offtaker transaction execution for our active projects. You will also be responsible for assessing the commercial viability of new projects to support the development of our project pipeline. You can expect to be involved in:

- **Business Development** – Growing our pipeline, seeking and identifying new opportunities.
- **Project Management** – Overseeing the planning, implementation, and tracking of the project activities. It includes defining project goals and objectives, determining tasks and resources required and setting deadlines for completion.
- **Financing transaction execution** – Involves managing the process of securing funding for projects from identification of funding sources to the final negotiation and signing of the financing agreements. This includes working with a variety of stakeholders, including

financiers, legal teams, and project managers, to ensure the smooth and successful completion of the financing process.

- **Offtaker transaction execution** – Involves negotiating, finalizing, and executing contracts with entities that are looking to purchase carbon credits, such as corporations, governments, or other organizations. The Commercial Director will play a crucial role in ensuring that all transactions are completed efficiently and effectively, while also managing the relationships with these offtakers to help drive future business opportunities.

Profile:

We are open to candidates of all backgrounds and have a flexible working ethos. Things we look for:

- **Project Management Experience** – Ability to successfully plan, execute, and manage projects from start to finish, ensuring they are completed within scope, on time, and within budget. This includes experience in leading cross-functional teams, allocating resources, managing risks and stakeholder expectations, and delivering results.
- **Transaction Experience** – We don't care where you got it, but we want people who have done deals or can do deals. Investment banking, trading or PE is an obvious route, but there are many others. We are also keen on experienced commercial lawyers with project finance or transaction experience.
- **Knowledge and understanding of the carbon sector** - Familiarity with the carbon credit market and how it operates – previous professional experience is a plus. This understanding is essential in effectively working with carbon credit projects, engaging with stakeholders, and negotiating commercial offtaker agreements for the sale of carbon credits.
- **Business acumen** – We need to be commercially savvy. Convince us you are.
- **Entrepreneurial Spark** – As a starting business we need new joiners to share our passion and drive for growth. Being entrepreneurial is key and we want candidates who are energised and creative in making things happen.
- **Mission-driven, aligned with ACP's vision and values** – We only work on things we believe will create positive social and environmental impact. We think there is a huge commercial opportunity in doing this well. But if you don't care about the World, its not going to work.
- **Ability to build and cultivate strong commercial relationships and network of offtakers** – capacity to ensure the success of project financing and offtaker transaction execution. This skill involves identifying potential offtakers, establishing and maintaining effective communication and negotiations, and developing mutually beneficial long term commercial relationships.
- **Willingness and ability to travel across sub-Saharan Africa** – We need you to be flexible and happy to travel to the different regions we operate in (primarily Nigeria).
- **Ability to live in London** – However we can sponsor a visa if needed.
- **Passion for conservation and the carbon sector** – Genuine enthusiasm and interest in promoting sustainability and preserving natural resources. This passion is important in aligning with ACP's mission and vision, and driving the individual to actively contribute to the company's goal of reducing carbon emissions, restoring landscapes and supporting long-term community income generation through carbon credit generation and sustainable conservation management.

Join our mission-driven team and help us achieve our vision of becoming the "go-to" originator, developer, and financier of carbon credit programmes in Africa, while making a positive impact on the planet. Early joiners may also have an opportunity for an equity stake in the company. If you're

passionate about conservation and the carbon sector, and have a mission-driven, entrepreneurial spirit, we'd love to hear from you!

Savo is focused on building a portfolio of high-impact sustainable businesses across key themes that will drive job creation, improve social outcomes and support climate resilience. As part of ACP you will join the Savo family and be part of the wider SYSTEMIQ ecosystem.

Interested?

Please send CV and short cover letter/email. Be clear, concise and convincing.

Contact us: info@savo.earth