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Account Manager, Supply (EMEA)

We're hiring at Puro.earth! 🌱

We're looking for an **Account Manager, Supply (EMEA)** to join our growing team.

Puro.earth is the world's leading crediting platform for engineered carbon removal. Headquartered in Helsinki and backed by Nasdaq, we work with corporations facing growing demand for high-quality carbon removal solutions - and we're expanding the supply side of our platform across EMEA.

Term

Full-time

Location

Remote within EU or UK

The role

You'll work directly with carbon removal project developers across the region, supporting them throughout their entire journey on the Puro platform - from early engagement and onboarding through to certification and issuance of carbon removal credits (CORCs). That means assessing alignment with Puro Standard methodologies, guiding suppliers through certification requirements, and positioning their projects for successful commercialization in both voluntary and emerging compliance carbon markets.

This is a commercially oriented role at the intersection of carbon markets, project development, and climate finance. You'll play a key part in enabling suppliers to access market demand, generate revenue through CORC issuance, and scale their operations in line with growing buyer interest - all while ensuring a strong, consistent supplier experience from first contact through to market participation.

What you'll be doing

- Engaging with carbon removal project developers across EMEA, building relationships with both prospective and existing suppliers
- Independently managing assigned regions or prospect groups to identify, engage, and onboard high-quality suppliers aligned with Puro Standard methodologies

- Acting as a key partner to suppliers - helping them understand how to position their projects within carbon markets and maximize their commercial potential
- Assessing prospective suppliers' project plans, operations, and supporting data to determine alignment with Puro requirements
- Providing feedback on documentation and pre-check evidence ahead of formal verification
- Supporting suppliers through verification and issuance processes, enabling the generation of high-quality CORCs
- Working closely with Eligibility Services and Certification teams to manage project workflows and ensure timely progression
- Tracking supplier progress, identifying bottlenecks, and supporting issue resolution
- Identifying and engaging high-potential, large-scale carbon removal suppliers across the region and contributing to strategies to attract key suppliers in priority sectors and geographies
- Collaborating with Partnerships team to align supplier onboarding with market needs and connect certification outcomes with demand-side dynamics

What we're looking for

Required:

- Bachelor's degree or higher
- Fluency in English
- Experience in account management, project development, consulting, or a related field
- Strong organizational and planning skills, with the ability to manage multiple stakeholders and workflows at once
- Excellent communication and interpersonal skills
- A high level of ownership and a proactive, problem-solving mindset
- Comfort working with structured processes, technical documentation, and data

Nice to have:

- Understanding of carbon markets, sustainability, or climate-related industries
- Familiarity with project-based or infrastructure-heavy environments such as energy, industrials, or engineering
- Basic understanding of carbon accounting or project-level carbon removal calculations
- Experience with certification frameworks or standards-based processes
- Genuine interest in the commercial dynamics of emerging climate markets

What we offer

- A competitive compensation package commensurate with experience
- Flexibility in ways of working and a strong emphasis on work-life balance
- A collaborative, mission-driven team environment
- The opportunity to work at the forefront of the carbon removal market
- Real room to grow within the role and develop both commercial and technical expertise in a rapidly evolving sector

Interested?

Send your CV and cover letter as a single PDF to recruitment@puro.earth with the subject line "Account Manager – EMEA".

Puro.earth is committed to equal opportunities and welcomes applications from all backgrounds and identities.