



We are hiring

Would you like to be part of our dynamic, global and growing team? South Pole is an energetic, global company offering comprehensive sustainability solutions and services. South Pole acts today 'for a better tomorrow'. With offices all around the globe, we accelerate the transition to a climate-smart society. Our vision is "Climate Action for All": We inspire and enable our customers to create value from sustainability-related activities.

To further promote environmentally and socially responsible practices, we are currently looking to recruit a highly motivated and dedicated

Account Manager Climate Solutions (100%) based in Sydney or Melbourne, Australia

As an Account Manager Climate Solutions, you'll be able to help shape the Climate Action in the market that will take us to a net-zero economy. You will coordinate with your colleagues across the globe to drive business success, market transformation and inspire a generation of climate leaders. In this role you are responsible for a portfolio of clients and supporting new business development at South Pole. You will be the contact person for your portfolio of clients, identify their needs and develop tailor-made solutions with the support of senior business development managers. If you are as excited about the ability to create change in this market as we are - then you are the person for us!

Tasks and responsibilities

- Work with the existing and energetic Australian commercial, sustainability consulting, marketing and operations teams to manage existing client accounts and help drive new Climate Action across all industries
- Understand the science behind emissions reduction technology and strategy, then advise clients on our offering to enable them to take Climate Action
- Conduct market outreach activities, such as attending events and meetings
- Assist in carrying out business development activities
- Understand and improve our South Pole's Climate Solutions suite of products and services to capture the imagination of business within the Australian sustainability market and catalyse Climate Action
- Identify and create new business opportunities to grow South Pole's business, negotiate and close deals with existing and new clients, and coordinate deliverables with our implementation team
- Raising awareness of both our brand and our clients to the 'next level' and beyond
- Working closely with the consultancy team on final deliverables
- Leveraging your own network across Australia to scale your impact and ability to drive further business to the Climate Solutions team

Your profile

- University degree (preferably Masters) in Sustainability, Environmental Science, Economics, Business Administration or similar
- Seeking Graduate or early career professional with 1 - 3 years experience
- Entrepreneurial mindset, sense of responsibility and willingness to take initiative
- Excellent communicator and confident public speaking
- Track record of stakeholder and expectation management



- Analytical and problem solving abilities
- Understanding of relevant business software (e.g. CRM, ERP)
- Excellent planning and time management skills
- Citizen or holder of a permanent resident visa

We offer

- Work in a growing global profit for purpose company with a real commitment to sustainability and fighting climate change
- Excellent team spirit, work within a large and international team of sustainability passionate professionals
- The opportunity to work with and support a culturally diverse team based around the world

Please apply

If you are interested in joining a young and international team looking to make a difference to the world we would be happy to hear from you! Please send your cover letter and CV directly through our [website](#). If you have any questions regarding this vacancy, please contact us on jobs@southpole.com.