



We are hiring

Would you like to be part of our dynamic, global, and growing team? South Pole Group is an energetic, global company offering comprehensive sustainability solutions and services. With offices spanning all six continents, we strive to create a sustainable society and economy that positively impacts our climate, ecosystems and communities. With our solutions 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

Business Development Manager Financial Industry (100%) based in London or Zurich

In this role you will be responsible for developing business within the financial services industry (banks, investors, insurance companies). You will liaise with existing and new clients to understand their needs and develop tailor-made solutions to manage their climate risks and footprint with Climate Impact Assessment of Investments, Carbon Reduction, Carbon Offsets as well as Renewable Energy solutions. This challenging position requires an enthusiastic and dynamic sustainability professional with relevant experience in sales and client relationships.

Tasks and responsibilities

- Identify and assess new business opportunities to grow South Pole's business
- Identify new prospective clients
- Write compelling offers and proposals. Coordinate the offering process in terms of content and timeline
- Negotiate and close deals with existing and new clients. Contribute to the commercial success of the team and the company
- Coordinate deliverables with our implementation team. Meet and exceed client's expectations
- Represent South Pole Group in client meetings, at conferences and trade shows
- Build new and enhance established client relationships on a global level
- Understand client needs, gather market intelligence and identify industry trends
- Provide inputs for the development of new tailor-made solutions

Your profile

- University degree in Economics, Business Administration or Environmental Science
- Proven expertise in the field of sustainability, corporate responsibility and climate change
- 1-2 years sales experience
- Two to three years working experience in/with the financial industry preferable but not a prerequisite
- Entrepreneurial mind-set, sense of responsibility and willingness to take initiative
- Strong track record in meeting client needs
- Distinct analytical and conceptual abilities
- Excellent planning and time management skills
- Willingness to travel (mainly Europe & US)



- Fluent in English, German is a plus

We offer

- Work in a growing global company with a real commitment to sustainability and fighting climate change
- Excellent team spirit, work with dedicated and enthusiastic people
- Leverage your talents with our cutting-edge sustainability solutions and access to a broad client portfolio
- Salary commensurate with your experience and competitive bonus structure

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! Women are especially encouraged to apply. Please apply directly through our [website](#).