



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 Climate Action (80-100%) based in Zurich, London or Stockholm

In this role, you will be responsible for growing our Climate Action business with focus on Carbon Offsetting and Renewable Energy Solutions. You will identify and assess new business opportunities to strengthen South Pole Group's leading market position. In addition, you will develop tailor-made solutions to help new and existing clients manage their climate risks with our exiting range of solutions. You will be a key player within the Sales Team, able to work across a range of client sectors and have the opportunity to deal with major multinational clients. This challenging position requires an enthusiastic and dynamic professional with relevant experience in sales and client relationship management. This is a fantastic opportunity for you to work with the leading global player in sustainability and to grow professionally.

Tasks and responsibilities

- Create new business opportunities to help driving our business forward
- Effectively recognise client needs and successfully convey our value proposition
- Represent us in client meetings, at conferences and trade shows
- Develop compelling proposals together with our Marketing, Portfolio and Implementation teams
- Coordinate the offering process in terms of content and timeline
- Establish and maintain client accounts from prospecting to deal closing
- Coordinate deliverables with our Implementation team
- Meet and exceed client's expectations

Your profile

- Strong track record in business development
- 5+ years sales experience
- Experience in the field of corporate responsibility, sustainable development and/or climate change is preferred
- Entrepreneurial and self motivated mindset, sense of responsibility and willingness to take initiative
- Willingness to travel up to 30% (mainly in Europe)
- Excellent communication and presentation skills
- Excellent verbal and written command of English; German and/or French is a strong plus
- Enjoy networking and meeting new people



We offer

- Work in a growing global company with a real commitment to sustainability and fighting climate change
- Excellent team spirit and working 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! Please apply directly through our [website](#).