



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 Consumer Goods (100%) based in London, United Kingdom

In this role you will be responsible for developing business with the Consumer Goods team. 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: Carbon Reduction, Carbon Offsets, Renewable Energy, Supply Chain and Reforestation solutions. This challenging position requires an enthusiastic and dynamic sustainability professional with relevant experience in sales and client relationships. The closing date for applications is 11 June 2017.

Tasks and responsibilities

- Actively identify and assess new business opportunities within the Consumer Goods Sector to grow South Pole Group's carbon offsetting and renewable energy business
- Identify new prospective clients in the Consumer Goods sector
- Negotiate and close deals with existing and new clients
- Write compelling offers and proposals. Coordinate the offering process in terms of content and timeline
- 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 in the Consumer goods sector
- Provide inputs for the development of new tailor-made solutions

Your profile

- University degree in Economics, Business Administration, International Business/Relations or Environmental Science
- At least 4 years of proven expertise in the field of sustainability, corporate responsibility, climate change and renewable energy
- Two to three years working experience as Business Developer is a must, ideally in the Consumer Goods sector but is not a prerequisite
- Understanding of Corporate Social Responsibility teams within the Consumer Goods Sector
- Entrepreneurial mindset, sense of responsibility and willingness to take initiative
- Strong track record in meeting client needs
- Distinct analytical and conceptual abilities, know-how of sales relevant software (SalesForce, CRM or similar)



- Excellent planning and time management skills
- International Business Experience and willingness to travel (mainly US & Europe)
- Excellent English skills is a must. German and/or Spanish 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 of £53,000-£58,000 per year
- 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 send your cover letter and CV directly through our [website](#).