



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

Key Account Manager Financial Sector (100%) based in London, United Kingdom

In this role, you will be responsible for growing our Carbon Offsetting and Renewable Energy Solutions business. You will identify and assess new business opportunities to strengthen South Pole Group's (SPG) 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. This challenging position requires an enthusiastic and dynamic sustainability junior professional familiarized with experience in the field. The closing date for applications is 11 June 2017.

Tasks and responsibilities

- Assisting in creating new business opportunities in the SPG Financial Sector to Grow South Pole Group's business within carbon offsetting, renewable energy and investment screening
- Develop new regional business opportunities in particular in the United States
- Help in the development of compelling proposals together with the Consultancy and Portfolio Team
- Coordinate the offering process in terms of content and timeline
- Build new and enhance established client relationships on a global level
- Negotiate and close deals with existing and new clients
- Coordinate deliverables with our implementation team in order to meet and exceed client's expectations
- Represent SPG in client meetings, at conferences and trade shows
- Assist the Global Finance team with presentations, research and background material

Your profile

- University degree in Sustainability or directly related field
- Knowledge in the field of Corporate Responsibility, Sustainable Development and Climate Change
- Entrepreneurial mindset, sense of responsibility and willingness to take initiative
- Track record in business development/entrepreneurial spirit
- International experience is an advantage
- Outstanding understanding of the culture and business relationships in the United States
- Willingness to travel (mainly in our growth markets, Europe and United States)
- Excellent communication and presentation skills
- Excellent English skills (native level)



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 £33,500-£35,500
- 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](#).