



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. 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 (100%) based in Sydney, Australia

South Pole (SP) is looking to consolidate its position as a global leader in sustainability and climate change in Australia and the rest of Oceania. As part of the Key Account Management team, you will focus on the successful acquisition and management of corporate customers in the region. In addition, you will develop tailor-made solutions to help new and existing clients to manage their climate risks with our range of products and services. This challenging position requires an enthusiastic and dynamic sustainability professional with relevant experience in business development, sales and client relationship management.

Tasks and responsibilities

- Create new business opportunities to grow SP's business in Oceania
- Build new and enhance established client relationships in the region
- Lead the complete complete sales process:
 - Identify new opportunities
 - Design and presentation of offers and proposals
 - Coordinate deliverables with our Implementation team
 - After sales service
- Be the key point of contact for assigned clients
- Represent SP in client meetings, at conferences and trade shows
- Understand client needs, gather market intelligence and identify industry trends
- Contribute to sales strategies and campaigns
- Provide inputs for the development of new tailor-made solutions

Your profile

- An university degree, ideally at Masters/Honours level in a relevant discipline
- At least 2-3 years of proven business development and sales experience
- Commercial experience and acumen
- Experience engaging with different stakeholders, e.g. C-suite, Finance, Sustainability or Marketing teams
- Experience in the field of carbon markets, renewable energy, corporate responsibility, sustainable development and/or climate change



- Entrepreneurial mindset, sense of responsibility and willingness to take initiative
- Strong organisational skills and detail-oriented
- Excellent communication and presentation skills
- Excellent verbal and written command of English
- Advanced skills in MS Word, Excel and Powerpoint are essential
- Willingness to travel
- Australian nationality or holder of a valid work permit is a must

We offer

- Work in a growing global 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
- 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 send your application in English directly through our [website](#).