



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

Senior Key Account Manager North America (100%) based in USA

South Pole (SP), with the objective of strengthening its market leading position in sustainability and climate change worldwide, is consolidating its presence in North America by currently establishing a new branch in New York. As a Senior Key Account Manager, you will have the incredible opportunity to develop our business in the region, identifying and assessing new business opportunities to strengthen SP's leading market position. You will focus on the acquisition of new corporate clients and managing the existing ones while exceeding their expectations. If you are an enthusiastic and dynamic sustainability professional with relevant experience in business development, client relationship management and sustainability solutions, then we are looking for you.

Tasks and responsibilities

- Create new business opportunities to expand SP's business in North America
- Develop compelling offers and proposals to corporate clients together with our product experts and consultants
- Ensure a timely and high quality delivery of our services while coordinating with internal departments
- Represent SP in client meetings, at conferences and trade shows
- Provide input on SP's strategy and service offering in the field of offsetting, carbon neutrality and sustainability and potential future opportunities
- Be the key point of contact for clients in the region
- Maintain up-to-date knowledge of the sustainability space in general and carbon markets specifically

Your profile

- An university degree, ideally at a Master's level in a relevant discipline
- At least 5 years of relevant work experience in the sustainability (renewable or carbon markets) and in sales of renewable energy, carbon neutral solutions or GHG reporting services
- Extensive knowledge of different carbon certificate standards and project technologies
- Knowledge of the carbon accounting process (GHG protocol) and carbon neutrality standards
- Extensive experience in analysing customers needs, especially for certificates from different project technologies
- Commercial skills, good business sense and ability to identify and seize opportunities in a challenging and competitive market environment is an asset
- Proven know-how and networks in corporate sustainability
- Experience in working in small teams, ideally within an international and multicultural context
- Strong analytical, quantitative and problem-solving capabilities



- Strong organisational skills and detail-orientation
- Strong communication and networking skills
- Excellent oral and written command of English is a must; additional languages are an advantage
- Advanced skills in MS Word, Excel and PowerPoint are essential
- American nationality or holder of a valid work permit is a must

We offer

- Excellent team spirit within the world's leading independent sustainability company
- Be part of a growing and multicultural company
- Work autonomously as well as within a large and international team of passionate sustainability professionals
- Clear career development potential as a key part of the Key Account Management team

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](#).