



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 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 as a Senior Business Development Manager, you will have the incredible opportunity to grow our business in the region. SP works with a large number of prestigious corporate sector clients and as part of the Key Account Management team, you will focus on the successful acquisition and management of additional customers within the corporate sector.

You will have full responsibility to identify and to assess new business opportunities to strengthen SP's leading market position in the area. In addition, you will develop tailor-made solutions to help new and existing clients to manage their climate risks with our existing range of products and services and exceeding their expectations. If you are an enthusiastic and dynamic sustainability professional with relevant experience in business development, leadership, sales and client relationship management, then this is the new challenge that you are looking for.

Tasks and responsibilities

- Create new business opportunities to expand SP's business in Oceania
- Develop compelling offers and proposals to corporate clients together with our product experts and consultants
- Negotiate and close deals with existing and new clients, meeting and exceeding their expectations
- Define the sales strategy for the region in cooperation with the Director Key Accounts
- Contribute to the development of the "Sustainability Risks & Opportunities" offering
- Coordinate deliverables with our Implementation team
- Understand client needs, gather market intelligence and identify industry trends
- Manage the regional sales team
- Represent SP in client meetings, at conferences and trade shows
- Install pride in the SP brand, inspire people

Your profile

- An university degree, ideally at Masters level in a relevant discipline
- At least 7-8 years of proven business development and sales experience
- Strong track record in business development
- Commercial skills and good business sense, to be able to identify and seize opportunities in a challenging and competitive market environment
- Experience in leading and working in a small team, ideally within an international and multicultural context
- Work experience in the field of sustainability (renewable or carbon markets), corporate responsibility, sustainable



development and/or climate change

- Knowledge of the carbon accounting process and understanding of carbon neutrality standards
- Extensive knowledge of different carbon certificate standards and project technologies
- Extensive experience in analysing customers needs in general, especially for certificates from different project technologies
- Proven know-how and networks in corporate sustainability
- 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](#).