



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 (100%) based in London, United Kingdom

As part of the Key Account Management team you will be responsible for managing a portfolio of prestigious clients and supporting new business development at South Pole. You will proactively manage the relationship with existing clients, understand their needs, identify products and develop tailor-made solutions with the support of Senior Business Development Managers. If you are an enthusiastic and dynamic professional with relevant experience in business development, client relationship management and sustainability solutions, then we are looking for you!

Tasks and responsibilities

- Be the main point of contact for a portfolio of existing clients and build trusted relationships
- Be a fantastic communicator to clients and colleagues.
- Ensure client satisfaction by maintaining the high-quality standard of our services and anticipating their expectations
- Proactively manage the client relationships and position South Pole as their preferred partner in the sustainability field
- Understand client needs and their stakeholder environment to identify further business development opportunities
- Support business development and be involved in writing compelling proposals and contract preparation
- Participate in targeted client communication and joint marketing activities
- Represent South Pole in client meetings, sites visits, at conferences and trade shows
- Contribute to the sustainable commercial success of the team and the company
- Share proactively know-how and market feedback within the company

Your profile

- Solid business development and/or Account Management experience
- University degree in Economics, Business Administration, International Business/Relations, Environmental Science, Agronomy or similar would be an advantage
- Proven expertise in the field of sustainability, corporate responsibility, climate change or renewable energy
- Previous experience in a client facing role
- Strong track record in meeting client expectations
- Entrepreneurial mindset, sense of responsibility and willingness to take initiative
- Distinct analytical and conceptual abilities, know-how of relevant sales software (CRM) and techniques (Miller Heiman sales model and similar)
- Strong communication and networking skills
- Excellent planning and time management skills
- International business experience and willingness to travel (mainly within Europe)
- Advanced skills in MS Word, Excel and PowerPoint are essential



- Excellent oral and written command of English is a must and further languages are an advantage
- Holder of a valid work permit is essential

We offer

- Work in a growing global profit for purpose 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
- A clear career development potential as part of the Key Account Manager 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](#). If you have any questions regarding this vacancy, please contact Ms. Carmen Alvarez on (+44) 2037051770 or on jobs@southpole.com.