



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

Carbon & Renewables Account Manager (100%) based in Sydney or Melbourne

South Pole is growing! We have got an amazing opportunity for a Carbon & Renewables Account Manager to join our Key Account Management team. This is a challenging position where you will be responsible for a portfolio of clients and also supporting new business development at South Pole. You will proactively manage the relationship with existing clients, understand their needs and develop tailor-made solutions with the support of senior business development managers.

Tasks and responsibilities

- Be the main point of contact for a portfolio of existing clients and build trusted relationships
- Ensure client satisfaction by maintaining the high-quality standard of our services and anticipating their expectations
- Manage proactively the client relationships and position South Pole as their preferred partner for sustainability solutions
- 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
- Instil a sense of pride in the South Pole brand and inspire the market

Your profile

- University degree in Environmental Science, Economics, Business Administration, International Business/Relations, Agronomy or similar
- At least 2-3 years of proven expertise in the field of sustainability, corporate responsibility, climate change or renewable energy
- At least 2-3 years working experience in a client facing role such as Account Management or Business Development
- Entrepreneurial mindset, sense of responsibility and willingness to take initiative
- Strong track record in meeting client expectations
- Distinct analytical and conceptual abilities, know-how of relevant sales software (CRM) and techniques
- Excellent planning and time management skills
- Excellent English language skills is a must
- National, or holder of a valid required work visa



- International business experience and willingness to travel mainly within Australia (preferred)

We offer

- Be part of a growing and multicultural company with a real purpose
- Excellent team spirit working with dedicated and enthusiastic people
- The opportunity to use your skills, experience and enthusiasm to help a growing company with big ambition

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. Tiara Anggraeni on +62 221 7207567 or on jobs@southpole.com.