



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 Benelux (100%) based in Amsterdam, the Netherlands

As part of the Key Account Management team you will be responsible for growing South Pole's business by winning new clients and expanding to new markets, focusing on Carbon Offsetting and Renewables Energy Solutions. You will focus on identifying and assessing market trends, business opportunities and growth potential. You will understand client's needs and develop tailor-made solutions with the support of senior members of your team. If you are an enthusiastic and dynamic professional with interested in business development, client relationship management and sustainability solutions, then we are looking for you!

Tasks and responsibilities

- Grow business by winning new clients and expanding to new markets
- Identify and assess market trends, business opportunities and growth potential
- Understand client needs and their stakeholder environment to identify business development opportunities
- Write compelling proposals and close deals
- Provide market feedback to practice leads and business lines managers
- Support the Key Account Managers to ensure client satisfaction by maintaining the high-quality standard of our services and anticipating their expectations
- 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

- University degree in Economics, Business Administration, International Business/Relations, Environmental Science, Agronomy or similar
- At least two years of proven expertise in the field of sustainability, corporate responsibility, climate change or renewable energy
- At least two years working experience in a client facing role
- Entrepreneurial mindset, sense of responsibility, negotiations skills 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 (Miller Heiman sales model and similar)
- Excellent planning and time management skills



- International business experience and willingness to travel (Benelux)
- Excellent English and Dutch language skills is a must, French is a plus
- National, or holder of a valid required work visa

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 cover letter and CV directly through our [website](#). If you have any questions regarding this vacancy, please contact us on jobs@southpole.com.