



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. South Pole acts today 'for a better tomorrow'. With offices all around the globe, we accelerate the transition to a climate-smart society. Our vision is "Climate Action for All": 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 Director North America (100%) based in New York City, US

In this role, you will be accountable for defining and executing the go-to-market for North America. You will focus on the successful acquisition and management of new corporate customers by identifying and assessing new business opportunities to strengthen South Pole's leading market position in Sustainability and Climate Change mitigation in the area. In addition, you will develop tailor-made solutions to help new and existing clients to manage their risks and seize opportunities associated with climate change. You will also be responsible to lead a small team of Key Account and Business Development Managers. This is a fast growing and dynamic business area: if you are ready to take the challenge, then we are looking for you!

Tasks and responsibilities

- Integrate South Pole's product offerings into a coherent and localized business development strategy for North America
- Identify and create new business opportunities to grow South Pole's business, negotiate and close deals with existing and new clients, and coordinate deliverables with our implementation team
- Engage with corporates in the region regarding our product suite and data offering
- Engage corporates in impact funds to co-finance global climate / biodiversity programs
- Develop compelling offers and proposals together with our product experts and consultants
- Conclude commercial agreements with clients and business partners
- Represent South Pole in client meetings, at events, conferences and trade shows
- Inspire clients, partners and employees to accelerate the fight against climate change
- Manage a team of 4 to 8 business development professionals

Your profile

- Senior commercial manager or business developer with at least 8-10 years of experience in a similar role, of which at least 5 years in North America
- Working experience in sustainability is desirable
- Sound knowledge of the most relevant topics (renewable energy and/or carbon markets, corporate responsibility, sustainable development and climate change)
- Strong network of companies in the region, especially in the airlines, oil & gas, consumer goods and infrastructure sectors
- Commercial acumen; proven track record in relationship building and negotiation with customers, suppliers and relevant associations
-



- Good leadership skills; successful experience in leading a team and achieving strong sales results through them
- Experience in budget development and management
- Excellent communication and presentation skills
- Excellent verbal and written command of English
- 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
- Salary commensurate with your experience and competitive bonus structure