



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 Manager Aviation and Shipping (100%) based in Zurich, Amsterdam or London

As part of the Key Account Management team you will be responsible for new business development at South Pole in the aviation and shipping sectors globally, focusing on compliance and voluntary carbon market offerings. You will proactively seek to build business relationships with prospective clients, understand their needs and develop structured solutions with the support of your manager. If you are an enthusiastic and dynamic professional with interested in business development, client relationship management and carbon credits, then we are looking for you!

Tasks and responsibilities

- Engage and structure deals with airlines, fuel providers, commodity traders or other companies interested in CORSIA related consulting services or products
- Engage and structure deals with companies in the shipping industry around climate action
- Lead 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, conferences and trade shows
- Contribute to the sustainable commercial success of the team and the company
- Share know-how and market feedback within the company

Your profile

- University degree in Economics, Business Administration, International Business/Relations, Environmental Science or a similar field
- 3-5 years of proven expertise in the field of environmental commodities trading, carbon credits sales or origination
- At least 3 years working experience in a commercial role, experience in aviation and/or shipping industry is a plus
- Commercial acumen, strong record in closing deals
- Entrepreneurial mindset, sense of responsibility and willingness to take initiative

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.