



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

Junior Business Development Manager (100%) based in Helsinki, Finland

As part of our Business Development Team, you will be responsible for growing business at South Pole by serving existing clients and winning new clients, focusing on Carbon Offsetting and Renewables Energy Solutions. You will identify and assess market trends, business opportunities and growth potential. By understanding our clients' needs, you will develop tailor-made solutions with the support of senior business development managers.

Tasks and responsibilities

- Support existing clients and grow business by winning new clients
- Identify and assess market trends, business opportunities and growth potential
- Understand clients needs and their stakeholder environment to identify business development opportunities
- Write compelling proposals and close deals
- 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
- Participate in client meetings, conferences and trade shows
- Share know-how and market feedback within the company

Your profile

- University degree in Sustainability Economics, Business Administration, International Business/Relations, Environmental Science, Agronomy or similar
- Entrepreneurial mindset, sense of responsibility and willingness to take initiative
- Commercial mindset and sense of meeting client expectations
- Distinct analytical and conceptual abilities, know-how of relevant sales software (CRM) and techniques
- Excellent planning and time management skills
- International experience and willingness to travel (mainly Europe)
- Excellent Finnish and English language skills is a must; Swedish, German and/or other languages are 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
- The opportunity to work with professional experts all around the world



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.