



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

Junior Business Development Manager (100%) based in New York City, US

South Pole is strengthening its market leading position in sustainability and climate change solutions worldwide by establishing a new branch in New York. In this role you will be responsible for growing business at South Pole by winning new clients, focusing on Carbon Offsetting, Corporate GHG Accounting & Renewables Energy Solutions. You will identify and assess market trends, business opportunities and growth potential. You will also need to understand clients' needs and develop tailor-made solutions with the support of senior business development managers. If you are an ambitious junior professional with previous experience in business development in the sustainability sector, then we are looking for you!

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
- 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
- International business experience and willingness to travel (mainly USA)
- Excellent English skills are a must, other languages a plus
- National, or holder of a valid required work visa



We offer

- Excellent team spirit within the world's leading independent sustainability company
- Be part of a growing and multicultural company
- Work autonomously as well as within a large and international team of passionate sustainability professionals
- Clear career development potential as a key part of the Marketing 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.