



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

Market Research Manager (100%) based in Jakarta, Indonesia

As part of the Marketing team, you will be responsible for leading the creation of market research documents necessary for the business lines. You are also responsible for regular tender screening, creating competitor and peer analysis, as well as developing data systems. You will be a key member of our Marketing and Communications Strategy group that is responsible for the co-development and implementation of the Marketing team's annual strategy and plans. You will help focusing the market research activities to help generate business opportunities for the company. In addition, you will manage, lead, develop and support a local team of market research assistants and to work with our Operations team to develop and manage our internal systems, processes and tools for the Market Research team to ensure the team can effectively and efficiently implement their work.

Tasks and responsibilities

- Be a key member of the Marketing and Communications Strategy group that is responsible for co-developing and implementing the Marketing team's annual strategy and plans
- Oversee all Market Research activities to ensure they are providing the appropriate value for the company and are leading to tangible business development opportunities
- Lead market research and competitor analysis activities and develop coherent reports that are supporting business development activities in the company
- Lead research market potential for conducting campaigns in different industry sectors
- Screen tenders on a regular basis and provide an outcome to business development
- Conduct internet-based market research to identify contact details of potential leads
- Research background information about identified leads so as to brief the Sales team ensuring they are sufficiently informed to directly approach potential clients
- Use and further develop the Customer Relationship Management (CRM) system to make customer insights available to the marketing and sales team
- Develop and oversee further development of other Customer Insight systems
- Manage, lead, develop and support a small team of Market Research Assistants
- Work with the operations team to develop systems, tools and processes to support Market Research activities



Your profile

- Master degree in Business Administration with a focus on marketing or environment
- Minimum 5 years of experience in marketing, ideally in market research
- Experience conducting high quality market research activities and reports
- Good understanding of Market Research Activities and how those link to business generation
- Confirmed experience in customer relationship management, using platforms such as SugarCRM, Salesforce or similar
- Excellent English skills, especially written communication skills and the ability to communicate effectively and appropriately to the audience the various research outputs
- Excellent skills in handling spreadsheets such as GoogleSheets, Excel
- Proficiency in other data analytics and business intelligence tools such as Tableau, GDS, etc.
- Excellent skills in handling CRM related data
- Ideally experience line-managing or supervising individuals or small teams
- Passion for environmental issues and understanding of sustainability, CSR and related topics
- Ability to work in an interdisciplinary team as well as independently
- Eagerness to grow and learn in an evolving environment
- Holder of national passport or working visa in Indonesia

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 a culturally diverse team based 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.