



We are hiring

Would you like to be part of our dynamic, global, and growing team? South Pole Group 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

Business Development Manager (80-100%) based in Bogota or Medellin, Colombia

In this role, you will be responsible for growing our Climate Action business with a focus on carbon offsetting, renewable energy solutions and sustainability advisory for Colombian companies. You will identify and assess new business opportunities to strengthen South Pole Group's (SPG) leading market position. In addition, you will develop tailor-made solutions to help new and existing clients to manage their climate risks with our exiting range of solutions. This challenging position requires an enthusiastic and dynamic professional with a commercial focus and relevant experience in sales and client relationship management.

Tasks and responsibilities

- Identify and develop new business opportunities to grow SPG's business in Colombia
- Develop compelling proposals together with our Portfolio team
- Coordinate the offering process in terms of content and timeline
- Negotiate and finalise deals with existing and new clients
- Coordinate deliverables with our Implementation team
- Meet and exceed client's expectations
- Represent SPG in client meetings, at conferences and trade shows
- Build new and enhance established client relationships on a global level
- Understand client needs, gather market intelligence and identify industry trends
- Provide inputs for the development of new tailor-made solutions

Your profile

- Proven experience in the field of sales, negotiations, business development and key account management
- At least 2 years of sales experience
- A Bachelor of Science (B.Sc.) in a relevant discipline
- Entrepreneurial mindset, sense of responsibility and willingness to take initiative
- Track record in environmental or carbon markets or sustainability in the private sector a plus
- Excellent communication and presentation skills
- Willingness to travel (10%)
- Excellent oral and written command of Spanish, advanced English



- Colombian citizenship or permanent residency is preferred

We offer

- Work in a growing global company with a real commitment to sustainability and fighting climate change
- Excellent team spirit: work with dedicated and enthusiastic people
- Leverage your talents with our cutting-edge sustainability solutions and access to a broad client portfolio
- Salary commensurate with your experience and competitive bonus structure

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](#).