



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

Senior Key Account Manager Nordics (80-100%) based in Stockholm, Sweden

South Pole (SP) works with a large number of prestigious corporate sector clients and as part of the Key Account Management team, you will focus on the successful acquisition and management of corporate customers in the Nordics. As a Senior Key Account Manager, you will have full responsibility of the complete sales cycle, which includes preparing proposals in cooperation with our Carbon Portfolio and Consultancy teams, as well as managing and securing the timely delivery of our solutions. If you have a background in carbon markets with a high degree of knowledge in the project development process of carbon mitigation projects as well as an excellent understanding of the different project standards and technologies for VERs and CERs, we are looking for you.

Tasks and responsibilities

- Deliver input to SP's strategy and service offering in the field of offsetting, carbon neutrality and sustainability and discuss potential future opportunities
- Analyse client's needs, present and ensure the timely delivery of our services while complying with the quality required by SP and our clients
- Acquire and prepare proposals
- Inform and advise clients regarding their marketing outreach in regard to their SDGs and our offerings
- Coordinate deliverables with our Carbon Portfolio and Consultancy teams
- Prepare presentations in cooperation with our Carbon Portfolio, Consultancy and Marketing team
- Represent SP in client meetings, at conferences and trade shows
- Maintain a good understanding of developments in the sustainability sector and specifically within the carbon markets

Your profile

- A university degree, ideally at a Masters level, in a relevant discipline
- At least 5 years of relevant work experience in carbon markets and in selling carbon neutral solutions and GHG reporting services
- Knowledge of the carbon accounting process (GHG protocol) and understanding of carbon neutrality standards
- Extensive knowledge of different carbon certificate standards and project technologies
- Extensive experience in analysing customers needs, especially for certificates from different project technologies
- Proven know-how and networks in corporate sustainability
- Commercial skills and good business sense, to be able to identify and seize opportunities in a challenging and



competitive market environment would be an asset

- Strong analytical, quantitative and problem-solving capabilities
- Strong organisational skills and detail-oriented
- Experience in working in small teams, ideally within an international and multicultural context
- Strong communication and networking skills
- Native Swedish or Norwegian skills. Excellent oral and written command of English is a must and further languages are an advantage
- Advanced skills in MS Word, Excel and PowerPoint are essential
- Swedish nationality or holder of a valid work permit is a must

We offer

- Excellent team spirit
- Be part of a growing and multicultural company
- Work autonomously as well as 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 application in English directly through our [website](#).