



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

Business Development Manager Consumer Goods (100%) based in Amsterdam, Stockholm or Zurich

As part of the Key Account Management team, you will be responsible for developing business and maintaining existing accounts within the Consumer Goods sector, especially in the DACH region. In this role, you will liaise with existing and new clients to understand their needs and develop tailor-made solutions, such as carbon reduction projects, carbon offsets or Renewable Energy (RE) solutions, to manage their climate and supply chain risks and footprint. This challenging position requires an enthusiastic and dynamic sustainability professional with relevant experience in sales and client relationship management.

Tasks and responsibilities

- Actively identify and assess new business opportunities within the Consumer Goods sector to grow South Pole (SP)'s carbon offsetting, RE and supply chain advisory business, with a focus on the DACH region
- Negotiate and close deals with existing and new clients
- Write compelling offers and proposals
- Coordinate with internal teams the offering process in terms of content and timeline
- Coordinate deliverables with our implementation team. Meet and exceed client's expectations
- Represent SP in client meetings, at conferences and trade shows
- Understand client needs, gather market intelligence and identify industry trends in the Consumer Goods sector
- Provide inputs for the development of new tailor-made solutions
- Share know-how and insight within the company

Your profile

- University degree in Economics, Business Administration, International Business/Relations, Environmental Science, Agronomy or similar
- At least 3 years of proven expertise in the field of sustainability, corporate responsibility, climate change and renewable energy
- 2-3 years working experience as Business Developer is a must, ideally in the Consumer Goods sector but is not a prerequisite
- Strong track record in meeting client needs
- Understanding of Corporate Social Responsibility teams within the Consumer Goods sector
- Entrepreneurial mindset, sense of responsibility and willingness to take initiative



- Distinct analytical and conceptual abilities, know-how of sales relevant software (SalesForce, CRM or similar) and techniques (Miller Heiman sales model and similar)
- Excellent planning and time management skills
- International Business Experience and willingness to travel, mainly within Europe
- Excellent English skills is a must. German and/or French, Dutch or Italian is a plus
- National, or holder of a valid required work visa in host country

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
- 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 application in English directly through our [website](#). If you have any questions regarding this vacancy, please contact Mss. Carmen Alvarez on +44 0203 7052 548 or on jobs@southpole.com.