



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 (100%) Medellin or Bogota, Colombia

As a business development manager, you develop new business opportunities to increase South Pole's coverage in Colombia. In addition, you will be responsible from the execution of the trading operation until the delivery to the client, you will represent South Pole in meetings with clients, conferences and business events. Success in this role requires working in collaboration and communication with the Portfolio team and with Business line managers, have experience in the areas of new business development, negotiation and client retainment. Last, a previous trajectory in environmental, carbon markets and/or sustainability in the private sector. If you have a commercial and analytical mindset with an entrepreneurial attitude and a sense of responsibility, then we are looking for you!

Tasks and responsibilities

- Identify and develop new business and trading opportunities to increase South Pole's presence in Colombia
- Understand customer needs, gather market information, identify and advice on industry trends
- Maintain responsibility from the execution of the trade until delivery to the client
- Gather market information and create market update reports for relevant teams
- Satisfy and exceed customer expectations
- Represent South Pole in meetings with clients, at conferences and business events

Your profile

- Undergraduate degree in a relevant discipline and according to the vacancy
- Experience in the areas of trading, negotiation and business development
- At least two years of trading experience of (environmental) commodities or financial products
- Previous trajectory in environmental and carbon markets and/or sustainability in the private sector is an advantage
- Commercial and analytical mindset
- Entrepreneurial attitude, sense of responsibility and willingness to take the initiative
- Excellent communication skills
- Strong command of Excel. Knowledge on VBA and other programmes is a plus
- Outstanding oral and written skills in Spanish and English



We offer

- Work in a growing global company with a real commitment to sustainability and fighting climate change
- Excellent team spirit, work with a dedicated and enthusiastic international team around the globe
- 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 Mr. Jairo Gomez on +57 3105879216 or on jobs@southpole.com.