



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 Director UK (100%) based in London, United Kingdom

Due to growth, South Pole is looking for a Business Development Director to focus on strengthening its worldwide market leading position in Sustainability and Climate Change mitigation. In this role, you will be responsible for the successful acquisition and management of corporate customers to add to our growing UK client base. In addition, you will develop tailor-made solutions to help new and existing clients to manage their risks and optimise opportunities associated with climate change. You will lead a team of 2 with the goal of growing this over the course of the year in line with your UK market success to 4 Key Account and Business Development Managers.

Tasks and responsibilities

- Create new business opportunities to grow South Pole's business primarily in the UK
- Define the go-to-market strategy for the region
- Understand client needs and identify business opportunities
- Develop compelling offers and proposals together with our product experts and consultants
- Conclude commercial agreements with clients and partners
- Ensure client satisfaction by maintaining high-quality of our services
- Represent South Pole in client meetings as well as conferences and trade shows
- Identify market trends and provide inputs for product and service development
- Instill pride in the South Pole's brand, inspire people
- Manage the regional Business Development and Key Account Management team

Your profile

- A University degree, ideally at Masters level
- At least 7-10 years of proven business development and sales experience
- At least 3 years of proven experience in leading a team
- Work experience in the field of sustainability (renewable energy or carbon markets), corporate responsibility, sustainable development and/or climate change
- Sound knowledge of GHG accounting and understanding the business drivers behind corporate climate actions and initiatives (eg SBT, RE100, carbon neutrality)
- Extensive knowledge of different carbon certification standards and project technologies
- Extensive experience in analysing customers needs in general
- Experience in working in small teams, ideally within an international and multicultural context
- Entrepreneurial mindset, sense of responsibility and willingness to take initiative
- Strong track record in business development



- Proven know-how and networks in corporate sustainability
- Commercial skills and good business sense; able to identify and seize opportunities in a challenging and competitive market environment
- Strong organisational skills and detail-orientation
- Excellent communication and presentation skills
- Excellent verbal and written command of English, additional languages are an advantage
- Advanced skills in MS Word, Excel and PowerPoint are essential
- Willingness to travel, mainly within UK & Europe (20%)
- Holder of a valid work permit is essential

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 Ms. Carmen Alvarez on (+44) 2037051770 or on jobs@southpole.com.