



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

Sustainable Investment Business Development Lead (100%) based in Amsterdam or London

As a leading part of South Pole's Financial sector sales team, you will focus on the successful acquisition and management of financial sector clients. As a Business Development Lead, you will have full responsibility for the complete sales cycle which includes developing client relationships, exploring business leads and opportunities, preparing concrete proposals in collaboration with our Consultancy teams, as well as securing sustainable finance consultancy mandates. If you are a sustainable investment professional with a high degree of knowledge in climate impact assessments and climate risks of investment portfolios as well as an excellent understanding of the market drivers and initiatives for sustainable risk disclosure such as TCFD & HLEG, we are looking for you!

Tasks and responsibilities

Business development

- Develop the go to market strategy and represent South Pole's financial industry offering
- Identify opportunities and develop solutions to challenges related to sustainable investments and climate change
- Lead South Pole's business development activities with regard to our sustainable finance consultancy services
- Write compelling proposals and contract preparation
- Contribute to the sustainable commercial success of the team and the company

Client relationship management

- Lead client meetings and stakeholder events, representing South Pole and its sustainable finance products and services
- Ensure client expectations are met by anticipating needs and maintaining a high-quality standard for our services
- Understand client needs and stakeholder environment to identify further business development opportunities
- Participate in targeted client communication and joint marketing activities

Thought leadership

- Proactively share know-how and market feedback within the company
- Contribute to structuring the financial sector offering related to climate risks and opportunities
- Prepare presentations, conduct client workshops and webinars
- Be a thought leader and develop new innovative business ideas, business models and go to market strategies
- Topics of engagement may include: sustainable investments, climate risks and opportunities, fund climate strategies, portfolio climate impact assessment, green bonds, sustainable development goals or investment footprinting, TCFD, scenario analysis and forward looking risk analyses among others



Your profile

- University degree in Economics, Sustainable Finance, Finance or a related discipline
- At least 7-10 years of relevant work experience in the financial sector, particularly in topics related to sustainable investments and climate change
- Solid business development and/or account management experience
- Experience within the sustainable investment space, methodologies for financial risk evaluations, climate-related risks and understanding of relevant sustainable finance industry context
- Experience in business and product development in the sustainable finance space
- Entrepreneurial mindset, sense of responsibility and willingness to take initiative
- Strong communication and networking skills
- International business experience and willingness to travel (mainly within Europe)
- Strong capabilities to work in teams, ideally within a international and multicultural context
- Advanced skills in MS Word, Excel and PowerPoint are essential
- Excellent oral and written command of English is a must and further languages are an advantage
- Hold a valid work permit in the host country 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
- 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](#). If you have any questions regarding this vacancy, please contact Ms. Carmen Alvarez on (+44) 2037051770 or on jobs@southpole.com.