



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. South Pole acts today 'for a better tomorrow'. With offices spanning all six continents, we accelerate the transition to a climate-smart society. Our vision is "Climate Action for All": 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 Benelux (100%) based in Amsterdam, the Netherlands

In this role, you will focus on the successful acquisition and management of new corporate customers in Benelux by identifying and assessing new business opportunities to strengthen South Pole's leading market position in Sustainability and Climate Change mitigation in the area. In addition, you will develop tailor-made solutions to help new and existing clients to manage their risks and seize opportunities associated with climate change. You will also be responsible to lead a small team of Key Account and Business Development Managers. This is a fast growing and dynamic business area: if you are ready to take the challenge, then we are looking for you!

Tasks and responsibilities

- Create new business opportunities to grow South Pole's business in Benelux
- 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 business partners
- Ensure client satisfaction by maintaining high-quality of our services
- Represent South Pole in client meetings, at conferences and trade shows
- Identify market trends and provide inputs for product & service development
- Manage a team of 2 to 4 people
- Instill pride in the South Pole brand, inspire & motivate team members

Your profile

- A University degree, ideally at Masters level
- At least 7-10 years of proven experience in business development and sales with proven track record in meeting and exceeding sales targets
- At least 3 years of successful experience in leading a team and achieving strong sales results through them
- Good leadership skills in guiding, coaching, developing and motivating team members
- Work experience in the field of sustainability (renewable energy and/or carbon markets), corporate responsibility, sustainable development and/or climate change
- Proven know-how and networks in corporate sustainability
- Understanding of the business drivers behind corporate climate actions and initiatives (eg SBT, RE100, carbon neutrality) and ability to formulate a business case
- Sound knowledge of carbon certification standards and project technologies



- Entrepreneurial mindset, sense of responsibility and willingness to take initiative
- Strong organisational and leadership skills
- Experienced working in small teams, ideally within an international and multicultural context
- Excellent communication and presentation skills
- Excellent verbal and written command of English and Dutch, French is a plus
- Advanced skills in MS Word, Excel and PowerPoint
- Willingness and ability to travel, mainly within 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 cover letter and CV directly through our [website](#). If you have any questions regarding this vacancy, please contact us on jobs@southpole.com.