



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

Commercial Director South America (100%) based in Bogotá or Medellín, Colombia

As Commercial Director South America, you identify and assess new business opportunities to strengthen South Pole's leading market position in the region and develop tailor-made solutions to help new and existing clients to manage their climate risks with our existing range of products and services. You will be managing the regional sales team across Latin America. In addition, you will ensure that South Pole's overall business strategy is well defined and executed within the region. This involves coordinating with and guiding other teams within the company to achieve optimal alignment and collaboration within the regional strategy.

Tasks and responsibilities

- Define the sales strategy in South America, positioning and strategically collaborating and/or acquiring new companies
- Identify and create new business opportunities to grow South Pole's business in South America
- Continue to drive South Pole's expansion in the South American region, through the coordination of existing consultants, business developers and key account managers
- Capitalize opportunities in the compliance markets both on the origination and sales side
- Engage with larger corporates in the region, particularly those that are suppliers for international markets, on our entire corporate offering such as GHG accounting, offsetting, procurement of renewables and SBT strategy
- Drive the growth of other certificates markets such as biodiversity offsets
- Engage larger corporates in impact funds to co-finance local climate/biodiversity programs
- Manage and lead the regional sales team South America and develop regional business plans
- Develop compelling offers and proposals together with our product experts and consultants
- Coordinate with the Portfolio, Project Origination, Consultancy & Services and Marketing teams for full regional market alignment and support
- Understand client needs, gather market intelligence and identify industry trends
- Negotiate and close deals with existing and new clients
- Coordinate deliverables with our implementation team
- Represent South Pole in client meetings, at events, conferences and trade shows
- Manage the development of new offerings from the sales side and provide strategic input
- Take over the relationship with existing key clients
- Install pride in the South Pole brand, inspiring people



Your profile

- Senior commercial manager, marketing manager, sales director or similar position with at least 5 years of experience in Colombia or Latin American markets
- Strong network into senior members of a wide array of companies in the region, especially airlines, oil & gas, consumer goods and infrastructure
- Ability to spend substantial time with clients, with a focus on larger and strategic accounts
- Experience tailor making of global products to local conditions, product management
- Proven track record in relationship building and negotiation with customers, suppliers and relevant associations
- Experience in budget development and management
- Commercial skills and good business sense; able to identify and seize opportunities in a challenging and competitive market environment
- Strong commercial/trading mindset
- Assertive communication across all levels of the organisation
- Driving performance and team development, driving employee engagement and inspiring others to act
- Fluent English and Spanish and ability to communicate interculturally, especially with Europe and North America, are a must

We offer

- Work in a growing global 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.