



## 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

### Junior Key Account Manager UK (100%) based in London, United Kingdom

In this role you will be responsible for a portfolio of clients and supporting new business development at South Pole. You will proactively manage the relationship with existing clients, understand their needs and develop tailor-made solutions with the support of senior business development managers. This is a fast growing and dynamic business area. If you are an enthusiastic and dynamic professional with interested in business development, client relationship management and sustainability solutions and you are ready to take the challenge, then we are looking for you!

#### Tasks and responsibilities

- Be the point of contact for a portfolio of existing clients and build trusted relationships
- Ensure client satisfaction by maintaining the high-quality standard of our services and anticipating their expectations
- Manage proactively the client relationships and position South Pole as their preferred partner for sustainability solutions
- Support business development and be involved in writing compelling proposals and contract preparation
- Participate in targeted client communication and joint marketing activities
- Participate in client meetings, conferences and trade shows
- Contribute to the sustainable commercial success of the team and the company
- Share proactively know-how and market feedback within the company

#### Your profile

- A University degree in Economics, Business Administration, International Business/Relations, Environmental Science, Agronomy or similar
- Entrepreneurial mindset, sense of responsibility and willingness to take initiative
- Strong track record in meeting client expectations
- Distinct analytical and conceptual abilities, know-how of relevant sales software (CRM) and techniques
- Excellent planning and time management skills
- International business experience and willingness to travel (mainly Europe)
- Excellent English language skills is a must
- National, or holder of a valid required work visa



### 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](mailto:jobs@southpole.com).