



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 Southeast Asia (100%) based in Singapore or Bangkok

As Business Development Director Southeast Asia, 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 advise regional and global South Pole teams on new market trends in the region and on business strategy along South Pole's product offerings to achieve optimal alignment and collaboration within the regional strategy. If you are ready to work in a fast growing and dynamic business, then we are looking for you!

Tasks and responsibilities

- Analyse key market trends in Southeast Asia and integrate South Pole's product offerings into a coherent/localised business development strategy for key Southeast Asia countries and priority sectors
- Identify and create new business opportunities to grow South Pole's business, negotiate and close deals with existing and new clients, as well as coordinate deliverables with our implementation team
- Harness our existing network of consultants and established representatives to capture new opportunities and build on existing mandates to develop our presence within the Southeast Asian sustainability market
- Engage with larger corporates in the region, particularly those that are suppliers for international markets, on our entire corporate advisory and data offering such as carbon accounting, offsetting, procurement of renewables, deforestation-free supply chains, science-based target setting
- Engage larger corporates in impact funds to co-finance local climate / biodiversity programs
- Represent South Pole in meetings, events, conferences, and trade shows to enhance our presence
- Work closely with Marketing, Communications and Design team to enhance visibility of South pole and our products as well as service offerings in Southeast Asia
- Inspire clients, partners and employees to accelerate the fight against climate change

Your profile

- University degree in a relevant field
- 8-10 years of relevant work experience in commercial roles of which at least 5 years of them must have been in Southeast Asia
- Strong background in the relevant topics
- Strong network into senior members of a wide array of companies in the region, especially airlines, energy, consumer goods and infrastructure
- Proven ability to form strong relationships with clients and identify and close valuable opportunities



- Ability and proven experience in tailoring solutions for the local or regional audience with related client management
- Experience in achieving budgets and international management
- 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 ability to communicate interculturally. Fluency in a relevant regional language such as Thai or Bahasa Indonesia/Malay is a definite advantage

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 team of sustainability passionate professionals
- Work experience in a leading sustainability consultancy firm with the opportunity to work with a wide range of experts from a broad range of sustainability fields
- Work autonomously as well as within a large and international 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 cover letter and CV directly through our [website](#). Applications in German are also welcome. If you have any questions regarding this vacancy, please contact us on jobs@southpole.com.