



## 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 Business Development Manager DACH (100%) based in Zurich, Switzerland

As a part of our Business Development team, you will be responsible for growing business at South Pole by winning new clients, focusing on Carbon Offsetting and Renewables Energy Solutions. You will identify and assess market trends, business opportunities and growth potential. You will understand clients' needs and develop tailor-made solutions with the support of senior business development managers. If you are motivated and business development savvy, with passion in climate change and sustainability, then we are looking for you!

### Tasks and responsibilities

- Grow South Pole's business by winning new clients
- Identify and assess market trends, business opportunities and growth potential
- Understand client's needs and their stakeholder environment to identify business development opportunities
- Write compelling proposals and close deals
- Support the Key Account Managers to ensure client satisfaction by maintaining the high-quality standard of our services and anticipating their expectations
- Participate in 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 know-how and market feedback within the company

### Your profile

- University degree in Sustainability Economics, Business Administration, International Business/Relations, Environmental Science, Agronomy or similar
- Entrepreneurial mindset, sense of responsibility and willingness to take initiative
- Commercial mindset and sense of meeting client expectations
- Distinct analytical and conceptual abilities, know-how of relevant sales software (CRM) and techniques
- Excellent planning and time management skills
- International experience and willingness to travel (mainly Europe)
- Excellent English and German language skills is a must, French and other languages a plus
- 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
- The opportunity to work with professional experts all around the world

### 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).