



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 DACH (100%) based in Zurich, Switzerland

As a part of our Key Account Management team, 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. If you have strong commercial mindset with passion in climate change and sustainability, 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 by applying Key Account Management tasks
- Maintain 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 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
- Manage and apply South Pole's Customer Relationship Management Tool

Your profile

- University degree in Sustainability Economics and Management, International Business/Relations, Environmental Science, Agronomy or similar
- Marketing experience and skills is a benefit
- Entrepreneurial mindset, sense of responsibility and willingness to take initiative
- Sense for market developments that are relevant to South Pole's service offering
- Strong commercial mindset and ability to listen to client needs
- 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 is a plus
- Swiss National, or holder of a valid required work visa in Switzerland



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.