



## 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 all around the globe, 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 (100%)** based in Zurich, Switzerland

As part of your Business Development Manager team, you will be responsible for growing business at South Pole by winning new clients, focusing on clean technologies, land-use based climate solutions and corporate climate solutions in general clean technologies. You will identify and assess market trends, business opportunities and growth potential. In addition, you will understand clients' needs, and develop tailor-made solutions and engage with companies to support them on their corporate climate action engage with companies to support them on their corporate climate action with the support of senior business development managers.

#### Tasks and responsibilities

- Grow business by engaging with companies and winning new clients
- Identify and assess market trends, business opportunities and growth potential
- Understand clients 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 targeted client communication and joint marketing activities
- Participate in client calls, 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

- University degree in Sustainability Economics, Business Administration, International Business/Relations, Environmental Science, Agronomy or similar
- Prior knowledge in agriculture, forestry, international supply chains and/or clean technology is an asset
- 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

- Excellent team spirit within the world's leading independent sustainability company
- Be part of a growing and multicultural company
- Work autonomously as well as within a large and international team of passionate sustainability professionals
- Clear career development potential as a key part of the Business Development Management 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](#). If you have any questions regarding this vacancy, please contact us on [jobs@southpole.com](mailto:jobs@southpole.com).