



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

Senior Business Development Manager (100%) based in Zurich or Germany

We are looking for a new member in our team to further strengthen our leading position in sustainability and climate change worldwide, in particular in German. As a Senior Business Development Manager, you will have the incredible opportunity to develop our business in the region, identifying and assessing new business opportunities to strengthen our leading market position. You will focus on the acquisition of new corporate clients and maintain a good relationship with the existing ones. If you are an enthusiastic and dynamic sustainability professional with relevant experience in business development, client relationship management and sustainability solutions, then we are looking for you.

Tasks and responsibilities

- Create new business opportunities to expand South Pole's business in Germany
- Develop compelling offers and proposals to corporate clients together with our product experts and consultants
- Ensure a timely and high quality delivery of our services while coordinating with internal departments
- Represent South Pole in client meetings, at conferences and trade shows
- Provide input on South Pole's strategy and service offering in the field of offsetting, carbon neutrality and sustainability and potential future opportunities
- Be the key point of contact for clients in the region
- Maintain up-to-date knowledge of the sustainability space in general and carbon markets specifically

Your profile

- A university degree, ideally at a Master's level in a relevant discipline
- At least 5 years of relevant work experience in the sustainability (renewable or carbon markets) and in sales of renewable energy, carbon neutral solutions or GHG reporting services
- Extensive knowledge of different carbon certificate standards and project technologies
- Knowledge of the carbon accounting process (GHG protocol) and carbon neutrality standards
- Extensive experience in analysing customers needs, especially for certificates from different project technologies
- Commercial skills, good business sense and ability to identify and seize opportunities in a challenging and competitive market environment is an asset
- Proven know-how and a network in corporate sustainability
- Experience in working in small teams, ideally within an international and multicultural context
- Strong analytical, quantitative and problem-solving capabilities
- Strong organisational skills and detail-orientation
- Strong communication and networking skills



- Excellent oral and written command of English and German is a must; additional languages are of advantage
- Advanced skills in MS Word, Excel and PowerPoint are essential
- National, holder of a valid work permit is a must

We offer

- Work in a growing global company with a real commitment to sustainability and fighting climate change
- Excellent team spirit, work with a dedicated and enthusiastic international team around the globe
- Attractive compensation and benefits package as well as exciting career opportunities

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.