



## We are hiring

Do you want to accelerate corporate climate action? Join South Pole as the Junior Business Development Manager for the Benelux region. South Pole is a world leading climate action service provider. We help corporations to accelerate their climate journey. From footprint analysis to reduction targets and climate compensation. Our customers range from Fortune 500 customers to successful medium sized companies in a range of industries.

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 Amsterdam, the Netherlands**

to start taking climate action and expand the climate activities of existing customers. You will be working in a diverse team of business development managers to grow our customer portfolio in the Benelux market.

#### Tasks and responsibilities

- Be the main 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
- Proactively manage client relationships and position South Pole as their preferred partner for sustainability solutions
- Understand client needs and their stakeholder environment to identify further and continuous business development opportunities
- Support business development and be involved in writing compelling proposals and preparing contracts
- Participate in targeted client communication and joint marketing activities
- Represent South Pole during client meetings, conferences, site visits and trade shows etc.
- Contribute to the sustainable commercial success of the team and the company
- Share know-how and market feedback proactively with internal stakeholders

#### Your profile

- University degree in Economics, Business Administration, International Business/Relations, Environmental Science, Agronomy or similar disciplines
- Entrepreneurial mindset, sense of responsibility and willingness to take initiative
- Willingness to learn and take on big challenges
- Strong customer focus
- Distinct analytical and conceptual abilities, know-how of relevant sales software (CRM) and techniques
- Excellent planning and time management skills
- International business experience and willingness to travel (mainly Europe)
- Excellent English and Dutch language skills is a must, French is considered a plus
- Any additional (European) language would be considered a strong asset
- EU national, or holder of a valid work visa/permit



### 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 and support a culturally diverse team based 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).