



## 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 Norway (100%)** based in Stockholm, Sweden

Are you a driven person with a thirst for achieving great results for a company with a purpose? We are currently looking into expanding our team with a Senior Business Developer with focus on Denmark to further strengthen our leading position in sustainability and climate change. 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

- Grow business by winning new clients
- Understand market trends, client needs and identify business opportunities
- Develop compelling proposals together with our product experts and consultants
- Conclude commercial agreements with clients and partners
- Maintain client satisfaction by ensuring high-quality services
- Represent South Pole in client meetings, at conferences and trade shows
- Contribute to the definition and implementation of the go-to-market strategy for Denmark
- Provide inputs for product & service development
- Contribute to the sustainable commercial success of the team and the company

#### Your profile

- A university degree, ideally at Masters level
- Solid business development and sales experience with a track record in meeting and exceeding sales targets
- Work experience in the field of sustainability (renewable energy or carbon markets), corporate responsibility, sustainable development and/or climate change
- Understanding of the business drivers behind corporate climate actions and initiatives (eg SBT, RE100, carbon neutrality) and the ability to formulate a business case
- Entrepreneurial mindset, sense of responsibility and willingness to take initiative
- Strong drive for results, action-oriented, with self-direction and sense of urgency
- Ability to challenge the status quo and think out of the box
- Critical thinking and decision-making skills within strong business and commercial acumen
- Ability to successfully navigate complexity and effectively deal with ambiguity
- Fluent in English and Norwegian or Swedish (Norwegian preferred)
- Experienced working in small teams, ideally within an international and multicultural context



- Excellent communication and presentation skills
- Advanced skills in MS Word, Excel and PowerPoint

#### **We offer**

- Working 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 individuals
- 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).