



We are hiring

South Pole is the leading provider of sustainability solutions across the globe. We see North America on the knife-edge of a huge sustainable transition in complete contrast to federal policy. South Pole opened its first permanent office in New York in January 2019. Since our inception we have created a youthful, energetic and passionate crew of climate leaders that have had great success in landing new mandates across many industries. We see North America on the knife-edge of a huge sustainable transition in complete contrast to federal policy. South Pole opened our first permanent office in New York in January 2019.

We are very excited to announce that we are looking for an inspiring and passionate

Principal Consultant Climate Strategies USA (100%) based in New York

to unleash the full power of our existing US team and continue to build on our market successes for the years ahead. In this role you will focus on the delivery of high quality consultancy advice on climate change mitigation solutions to the corporate sector in the US and be responsible for the management of project teams. As a Principal Consultant, you will also lead the development of proposals and participate in business development activities and new service creation in the US. You will take responsibility for the quality and the commercial viability of the engagements and help South Pole remain a national and international leading provider of sustainability solutions. You'll be able to shape and guide our US consultancy team and coordinate with your colleagues across the globe to drive business success, market transformation and inspire a generation of climate leaders.

Tasks and responsibilities

- Lead the planning, management and execution of consulting mandates on sustainable supply chains and agriculture with necessary know-how and skill set to ensure the most efficient and highest quality implementation
- As a senior expert, provide supervision, guidance and technical leadership in international consulting mandates
- Develop new consulting business opportunities with leading corporates in the food, beverage, cosmetic, textile and retail sectors and closely collaborate with the Key Account Management Team
- Contribute to the development of thought leadership, services and marketing materials to further develop our corporate offerings
- Interact with and build relationships with clients and contribute to the successful winning and delivery of corporate consulting mandates
- Lead and directly manage small consultant teams
- Participate in business strategy and leadership relevant internal discussions to well position our corporate consulting activities within South Pole's overall business and offering

Your profile

- A university degree, ideally in Environmental Sciences or Engineering, Business Management, Economics or other sustainability or business-related disciplines
- Relevant work experience (the expectation is 10-15 years) at least partly in corporate consulting
- Sound understanding of environmental sustainability challenges in multinational companies especially with the integration of sustainability in supply chains and agriculture
- Commercial skills and good business sense to be able to identify and seize opportunities in a challenging and



competitive market environment

- Leadership and strategic management experience
- Experience in monitoring and quantification of environmental impacts along the supply chain on climate, water and forests
- Practical experience with agricultural supply chains in tropical countries and project development / program management is desirable
- Practical experience in sustainable procurement, change management and sustainability strategy development is desirable
- Specific consultancy experience in:
 - consultancy for corporate clients, particularly in topics related to sustainability and corporate supply chain risks with particular focus on climate, water and forests in agricultural supply chains
 - driving change within corporates and through the value chain
 - communication to senior decision makers (such as C-Suite) and across a range of stakeholders
- Experienced project manager in a multi-stakeholder and multi-geographies/international context
- Proven knowledge and network in the relevant fields and region
- Excellent oral and written skills in English

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 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.