



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 Developer Funds and Platforms (100%) based in London or Amsterdam

As a Senior Business Developer, you will have an important role in developing business and raising funds for South Pole's Funds & Platforms business line, with a focus on developing new sustainability funds and attracting new clients (particularly philanthropies, but also corporates, impact investors and governments) to existing impact funds. In this role, you will initially purely focus on new business development while providing well-informed market insights to benefit the further development of South Pole's services and products in this area. Over time, you may also be leading the implementing of funding vehicles that you have developed, figuring as the key contact point to the main clients. You will develop a strong network with key stakeholders in the impact investment industry, in the corporate sector, with philanthropies and potentially with governments. You will actively engage in building partnerships, networking and securing new funding as well as coordinating and supervising on-going Funds & Platform mandates.

Tasks and responsibilities

- In collaboration with the Business Line Lead and other business developers, grow South Pole's client base by establishing new contacts and securing new mandates/funding, with a focus on philanthropies
- Develop one or several new impact funds or action platforms with a focus on sustainability
- Provide technical inputs to benefit product development activities and oversee the development of Expressions of Interest and winning proposals to acquire funding and mandates
- Over time, manage newly acquired fund or platform engagements, including the supervision and guidance of teams during implementation, with a particular focus on client management and representation
- Contribute to the strategy of the Funds & Platforms unit at South Pole, with a focus on business development efforts for philanthropies and impact investors
- Mentor and train South Pole's staff on any new fund or platform developed, for example through learning sessions, direct feedback or supervision on specific mandates
- Supported by South Pole's Marketing and Communications team, help to further strengthen South Pole's profile related to impact funds and action platforms through representations on conferences and in working groups, writing blogs, webinars, and other communication channels

Your profile

- A Master's degree, ideally with some post-graduate work in environmental sciences, law, business, finance, or related disciplines
- 10 years of relevant work experience in business development and/or management of impact funding and action platforms. Experience in land use and forestry initiatives is particularly welcome



- Previous experience of managing a team (internal and/or external collaborators) on specific mandates; furthermore some experience directly line managing/supporting and developing more junior staff would be beneficial
- Ability to both work independently (not requiring close supervision) and in teams
- Managing project budgets of over 1 million EUR in size
- Strong networking skills and a proven track record of closing deals
- Proven ability to create high quality written documents (proposals and deliverables) in English
- Strong expertise in investments, impact assessment, and business development
- Commercial skills and good business sense to be able to identify and seize opportunities in a fast-paced and competitive market environment
- Strong network with potential clients and other relevant stakeholders, particularly philanthropies and impact investment networks
- Excellent oral and written command of English, professional proficiency in other national or regional languages is of advantage

We offer

- Collaboration in a challenging and exciting global company with a real purpose
- Work with highly dedicated and motivated experts of South Pole Group's dynamic team
- Excellent team spirit

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.