



Job offer: Business development and marketing coordinator

Job location: Hamburg

Help unlock sustainability services through carbon markets, climate policy, as well as national and corporate plans for net-zero.

Perspectives provides globally leading research and consultancy services on **international carbon markets and climate policy**. We are a group of companies located in Freiburg (Germany), Hamburg (Germany) and Alicante (Spain). Our international team consults the private and public sector all over the world. We are globally recognised for our outstanding contributions to the establishment and advancement of international carbon markets. Perspectives shapes and provides first-rate advice on the development of greenhouse gas (GHG) reduction targets, low emission development strategies (LEDS), as well as the new international carbon markets under the Paris Agreement (Article 6) as well as the Voluntary Carbon Market (VCM). We strive for environmental integrity and believe that economic efficiency is key for successful climate policy instruments.

Your role

Business Development and Sales:

- You are responsible to conduct independently and under guidance from management business development, sales activities and drive growth within our private sector services
- You will undertake market research and analysis on potential customers and prioritise opportunities as well as manage client relationships
- Develop sales pitches with content support from our team of technical experts and execute the sales process through up to contract award
- The role comes with a constant requirement to deliver improvements to effectiveness, efficiency, and cost of process delivery

Marketing and Communications:

- You develop, align and implement our marketing activities with a special focus on communication stories around carbon markets, climate policy and corporate sustainability and position us as a thought leader in Germany and other countries.
- You steer multiple activities simultaneously with excellent stakeholder management up to the management level. You are driven to try new ideas, fresh formats and know how to execute on different online communication channels (e.g. social media, website, newsletter)
- Act as trusted communications coordinator towards relevant external and internal stakeholders across all consultant levels.

Administration:

- You take care of the prospective clients' administrative requirements including safeguarding customer-compliant sales processes
- You will provide support to the business development team by scheduling calls, setting up meetings or collecting additional information (e.g. ad-hoc requests)
- You will become part of our office management team in Hamburg and take care of process optimization and coordination of external service providers (e.g. travel arrangements, bookings, paperwork)



HR:

- Take part in the intern/trainee hiring process for the Hamburg office by managing online ads, shortlisting candidates, schedule and conduct interviews, and coordinate onboarding

Your profile

- Bachelor or Masters degree related to sustainability, management, sales, marketing or similar degree
- Excellent sales and marketing skills with 3 years of practical experience
- Strong sense of ownership and responsibility, innovation and attention to detail
- Excellent activity management skills, curiosity, creative thinking and strengths in execution
- Ability to partner with clients across all markets/industries and to manage multiple priorities simultaneously while keeping strong attention to details
- Strong consultative sales skills, including negotiation, influencing and collaboration skills, and a proven ability to close the sale
- Experience with developing campaigns through social media, newsletter and other online communication tools
- Experience with Mailchimp, Canva, Adobe suite and MS Office is essential
- Interest in and dedication to sustainability
- Excellent presentation and writing skills that meet the highest professional standards
- Full working proficiency in English is a must; French, Spanish and German are considered a plus.

Starting date

Planned for 15th July 2021. Deviating timelines can be discussed in the job interview.

Applications closing date: 10th June 2021

Applications

If you are interested in this position and want to work in a flexible work environment, with a young and dynamic team and a lot of space for your own ideas, please send your full application documents in English and in one PDF to: hr@perspectives.cc.