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Client Strategies Partner

Reporting to: Director of Client Strategies

Location: London office, Hybrid

About Us

Simply Sustainable is an AI-enabled sustainability **services business** helping organisations turn complex ESG requirements into measurable action.

We combine deep sustainability expertise with advanced data and AI tools to help clients navigate regulation, manage risk, and accelerate impact. From ESG strategy and reporting to climate, supply chains, and compliance, we deliver **outcomes that are** practical, decision-ready, and built for scale.

Our work goes beyond frameworks and disclosures. We focus on embedding sustainability into how organisations operate - using intelligent systems to increase **impact and value** in a rapidly evolving regulatory and commercial landscape.

We are purpose-led and people-powered. We invest deeply in our team through transparent progression, mentorship, and genuine wellbeing support, including flexible working, and training opportunities. We believe better work happens when people are trusted, supported, and empowered.

Role Overview

As a Client Strategy Partner, you will support and grow trusted client relationships, contribute to strategic delivery, and help shape meaningful sustainability outcomes. You'll work across sectors to align solutions with client goals, supported by a collaborative and forward-thinking team. You will be responsible for managing key accounts, identifying growth opportunities, and converting these into new and repeat business.

Key Responsibilities

Client Relationships

- Own and manage a portfolio of client accounts, acting as the primary relationship lead and trusted advisor for their sustainability needs.
- Develop long-term client strategies and deliver consistently high client satisfaction.
- Independently identify, pursue and convert new business opportunities across different sectors, while retaining and expanding existing clients through proactive account management and value-led selling.
- Lead client meetings, articulate value, and manage follow-up actions without senior oversight.
- Actively manage a sales pipeline, maintaining accurate forecasts, progressing opportunities through the sales cycle, and meeting agreed revenue targets.

Go-to-Market Strategy

- Contribute to the development of our Go-to-Market Strategy, in collaboration with the Director of Client Strategies and the Marketing Team.
- Own the execution of the Go to Market Strategy for your sectors.

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- Contribute to marketing campaigns, in collaboration with the Marketing Team, to build opportunities and grow our pipeline.
- Develop a sector presence and network and contribute to thought leadership through insights, trend analysis and participation in industry events.
- Confidently articulate key sustainability challenges and opportunities within your target sectors.

Technical and Business Knowledge

- Confidently explain and apply ESG frameworks (e.g., TCFD, CSRD, GHG Protocol) across client contexts.
- Translate sector insights into tailored strategies and actionable roadmaps, shaping Simply Sustainable's marketing leading AI-enabled solutions to meet client challenges and ambitions.
- Support the development or refinement of internal tools, templates, and frameworks.

Cross-team Collaboration

- You will act as a “solutions architect”, getting under the skin of our client’s challenges and working seamlessly with the Solutions team on solutions development and project delivery.
- Lead the commercial handover from opportunity to delivery, ensuring scope, pricing and client expectations are clearly defined and upheld.
- Partner closely with the Solutions team as services are delivered to ensure a seamless client journey and outstanding client experience.
- Share knowledge across teams and participate in retrospectives and improvement sessions.

Communication and Presentation

- Communicate clearly and confidently in both internal and client settings.
- Tailor messaging to client roles, technical levels, and decision-making needs.
- Structure communications to ensure accuracy, purpose, and engagement.

Team and People Management

- Supports onboarding by providing context, guidance, and inclusion in client work.
- Offers constructive feedback and coaching in client handling and delivery quality.
- Actively mentors or shadows junior staff to accelerate their learning journey.

Experience

- Minimum 5 years' experience in a commercial role.
- Demonstrable experience in account management, with a track record of owning and delivering against sales targets, is essential
- Ability to build strong relationships and communicate effectively.
- Strong commercial understanding, with experience in account management, pipeline management, and business development.

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- Creative approach to solving client challenges.
- Positive, proactive and team-oriented.
- Confidence in identifying opportunities, developing proposals, and closing deals in a consultative environment.

What We Offer

- Competitive base salary and benefits package plus performance related bonus up to £100k OTE.
- Clear development pathways and learning opportunities.
- A supportive and inclusive workplace culture.
- The chance to deliver meaningful sustainability impact across industries.

If you would like to apply and feel your experience is suitable for the above, please send your CV and cover letter to careers@simplysustainable.com