



Position: Business Development Manager

Period & Start Date: Full time - ASAP

Location: London or Remote (from UK or Europe)

Experience: 3 to 5+ years preferable

Salary: Competitive salary with performance-based bonus

About Treeapp

Treeapp is one of the fastest growing startups in the climate-tech space - working with 2,000+ brands and growing a community of 100,000+ users!

We're a global tree planting organisation operating sites across the world, supporting both businesses & individuals to make a difference. We specialise in working with businesses to integrate tree planting directly into their offering as well as offset their carbon emissions. Treeapp also operates a leading mobile app which enables anyone to plant trees for free.

Treeapp has been growing rapidly, and we're proud to have planted more than 6 million trees across 20 countries. Have a look at our 2025 impact report [here](#).

The role

The role consists in bringing in new clients for Treeapp's B2B partnerships (primarily companies looking for tree planting solutions).

You will be responsible for the full sales cycle: from finding new prospects (lead generation), to reaching out to prospective clients, closing deals, as well as retaining and upselling new customers.

You will work alongside Treeapp's co-founder to bring in revenue to the business by striking new partnerships. You'll join a highly motivated, fast growing business development team.

The role is varied and ideal for someone who is outgoing, fast at replying / following up and that enjoys a bit of a challenge!

Through this role, you'll meet hundreds of different businesses and decision makers - hence enlarging your own personal network.

Looking for new clients and representing our brand publicly is a great responsibility and one of the most important functions at Treeapp: we'll make sure you have the right resources to grow into the role and increase Treeapp's revenue.

What we look for / would love to see:

- 3 to 5 years of experience in B2B sales
- Experience on working with CRM, sales & marketing tools such as Hubspot, LinkedIn Sales Navigator, Apollo, Lemlist or similar platforms.
- Experience in lead generation & list building
- Experience in mass emailing & cold calling
- Experience in closing deals independently
- Persistent in re-engaging with potential leads, not taking no for an answer
- Experience in account management, including retention and upsell or cross-sell opportunities.
- Genuine interest and knowledge of the sustainability space (jargon, flagship brands, etc)
- Independent and risk taker
- Outgoing and extroverted personality
- Passion for our goal and strong desire to be part of the mission

Please note: if there's an area on this list you aren't confident you fulfil, don't let that hold you from applying if the role excites you!

What you'll get:

- Join one of the fastest growing startups in the climate-tech space
- Open company culture where you have the potential to grow, take lots of responsibility & make things happen quickly
- Competitive salary and opportunity to get stock options in Treeapp (after 1 year in the company)
- 30 days off (inc. BH) + the day off on your birthday!
- Flexible workspace (4 days per week in our central London office and August fully remote)
- Opt-in Pension scheme
- Regular team socials & company events
- Free coffee, tea and beverages from the barista in the office
- Treeapp merchandise
- Make a personal impact by contributing to the restoration of the world's forests

About us

Treeapp is one of the UK's leading tree planting organisations. We plant trees across 20 countries and work with over 2,000 corporate partners to integrate tree planting directly into their business.

We're Certified B Corp! Certified B Corporations are businesses that meet the highest standards of verified social and environmental performance, transparency and accountability. 🌍 We have passed the assessment with an overall B impact score of 123! Most businesses complete this assessment with an average score of 80: achieving this certification with such a score reinforces our belief in being a force for good!

Our office, or as we like to call it, our Treehouse is located in a WeWork on Chancery Lane (with loads of benefits that come with it: bike storage, showers, free coffee & beer, right next to Leather Lane market with great options for lunch!).

Why work for us?

Treeapp is part of the [UK's top 100 Startups in 2026](#), in Business Insider's [37 Most Promising Climate-Tech Startups according to Top VCs](#) & [London's Best Sustainability Companies – To Work For and Buy From!](#) Our work was also been featured in Forbes, The Guardian, Sky News, the BBC & many others.

Impact

The Treeapp team is all about growing a global impact. So we're very happy to have planted over 6 million trees across 5 continents since our launch! You can find our latest impact report [here](#).



Some Treeapp planters across the world

Contact details

Please send your CV + cover letter (optional) to careers@thetreeapp.org

Do **you** want to change the world? **Join us and we'll change it together.**

Treeapp cultivates a culture of inclusion and equal opportunities without regard to race, religion, gender, gender identity, sexual orientation, national origin, disability, age or other. We recruit and reward based on capability and performance and believe differences and unique perspectives will create a thriving and innovative community.