



**Position:** Sales Development Representative

**Period & Start Date:** Full time - ASAP

**Location:** London or Remote (from UK or Europe)

**Experience:** 1 to 3 years preferable

**Salary:** £30,000 base + 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 of generating new business opportunities for Treeapp's B2B partnerships, primarily companies looking for tree-planting solutions.

You will be responsible for identifying and researching new prospects, conducting outbound outreach to prospective clients, qualifying interest, and scheduling discovery calls for the Business Development Managers. This role focuses on pipeline creation rather than deal closing, with a strong emphasis on volume, quality, and consistency of outbound activity.

You will work closely alongside Treeapp's co-founder and the business development team to help drive revenue growth by feeding qualified opportunities into the sales pipeline. You will join a highly motivated, fast-growing business development team where outbound performance has a direct and visible impact on company growth.

The role is varied and ideal for someone who is outgoing, organised, fast at replying and following up, and motivated by targets and continuous improvement. You should enjoy structured outreach, testing messaging, and engaging decision-makers across different industries.

Through this role, you will interact with hundreds of businesses and senior decision makers, significantly expanding your professional network and sales experience.

Representing Treeapp in first-contact conversations is a key responsibility and one of the most important functions at the company. We will ensure you have the right tools, training, and support to perform at a high level, with a clear opportunity to progress into a full Business Development Manager role for strong performers.

## **What we look for / would love to see:**

- 1 to 3 years of experience in B2B sales, sales development, or a similar outbound-focused role (SDR, BDR, junior sales).
- Hands-on experience working with CRM and sales tools such as HubSpot, LinkedIn Sales Navigator, Apollo, Lemlist or similar platforms.
- Strong experience in lead generation, list building, and account research, with an ability to identify relevant decision makers.
- Proven exposure to outbound prospecting, including cold emailing, cold calling, and multi-channel sequences.
- Comfortable working with high-volume outreach while maintaining quality and personalisation.
- Persistent and resilient mindset, with the ability to re-engage prospects and handle objections without being discouraged by rejection.
- Clear interest in sustainability and impact-driven businesses, with familiarity with key concepts, terminology, and leading brands in the space.

- Self-starter who can work independently, manage their own pipeline and daily activity, and take ownership of results.
- Outgoing and confident communicator, comfortable engaging senior stakeholders and representing the Treeapp brand in first-touch conversations.
- Strong motivation to learn, improve, and progress into a full Business Development Manager role over time.
- Genuine passion for Treeapp's mission and a strong desire to contribute to a purpose-driven company.

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](mailto: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.