



**Position:** Business Development Manager

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

**Location:** London

**Experience:** 3 to 5 years preferable

**Salary:** £45,000 to £55,000 + stock options depending on experience

## About Treeapp

Treeapp is one of the fastest growing startups in the climate-tech space - working with 1,000+ 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 5 million trees across 20 countries. Have a look at our 2024 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 finding new prospects (lead generation), 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 Pipedrive, Hubspot, LinkedIn Sales Navigator, Apollo
- Experience in closing deals independently
- Experience in lead generation & list building
- Experience in mass emailing & cold calling
- Persistent in re-engaging with potential leads, not taking no for an answer
- 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
- Work with the co-founders, serial entrepreneurs who founded businesses valued £70MM+
- Weekly drinks and regular team socials
- Free coffee, tea and beverages from the barista in the office
- Flexible work location (3 days per week in our central London office)
- Competitive salary and future opportunity to get stock options in Treeapp
- Treeapp merchandise
- Pension scheme
- 30 days off (inc. BH) + the day off on your birthday!
- Make a personal impact by contributing to the restoration of the world's forests.

## 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.