



Position: Senior Business Development Manager

Period & Start date: Full time - ASAP

Experience: 3+yrs

Salary: Competitive + Stock options (will vary according to the years of experience / profile)

The role

The role consists in bringing in new clients for Treeapp - either for B2B2C (advertising on the app / selling on our marketplace) or B2B partnerships (tree planting / carbon credits).

You will be responsible for finding new prospects (lead generation), reaching out to prospects and closing deals (ie. signing agreements with brands).

You will work alongside Treeapp's co-founder to bring in revenue to the business by striking new partnerships. You'll join a young & 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+ years of experience in B2B sales
- Experience on working with CRM, sales & marketing tools such as Pipedrive, Hubspot or LinkedIn Sales Navigator
- Experience in lead generation / list building
- Experience in mass emailing & cold calling
- Persistent in re-engaging with potential leads
- Genuine interest and knowledge of the sustainability space (jargon, flagship brands, etc)
- Independent and risk taker
- Outgoing and extroverted personality
- Not taking no for an answer
- Passion for our goal and strong desire to be part of the mission

What you'll get:

- Work with the co-founders, serial entrepreneurs who founded businesses valued £50mln+
- Have your own personal impact on positively contributing to restoring the world forests
- Competitive salary and options to get equity in Treeapp
- Occasional Treeapp merchandise
- Pension Scheme
- Flexible workspace (we are remote friendly but have a beautiful office in central London)
- Free drinks every Friday
- 28 days off & day off on your birthday

The Treeapp team

We're delighted to have an amazing team who is passionate about our mission. While we're still a small team, we're growing every month and look at making an impact in every way we can. We'd love it if you join us in growing our impact! 🙌

Certified B-Corp

Treeapp is a 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 101.1! 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!



The Treeapp Founders being excited about being certified B-Corp, 2022

Impact

The Treeapp team is all about growing a global impact. So we're very happy to have planted over 1 million trees across the world since we started operating!



Some Treeapp planters across the world, 2021

Contact details

Please send your CV + Motivational 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.