Position: Senior Business Development Manager

Period & Start Date: Full time - ASAP

Location: London

Experience: 3 to 5 years preferrable

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

About Treeapp

Treeapp (thetreeapp.org) was founded because our team realised the devastated state of the world's environment. Treeapp enables anyone to have an impact, just by doing a simple action on their phone every day. We chose trees, because deforestation is a pressing issue that needs to be addressed.

Our vision is to let anyone (consumer or business) use our platforms to make an impact on the world. Whether helping people to start living a sustainable lifestyle by discovering sustainable products and creating real impact by planting trees through our app, or aiding businesses reach their CSR goals through our website & sales team. Treeapp has been growing rapidly, and we're proud to have planted more than 3 million trees, and gained 100,000+ users & 400+ business partners, including The Economist, DPD and the NHS. Have a look at our 2023 impact report here.

The role

The role consists in bringing in new clients for Treeapp's B2B partnerships (tree planting or carbon credits).

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 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
- Have your own personal impact on positively contributing to restoring the world's forests
- Competitive salary and options to get equity in Treeapp
- Pension scheme
- Flexible workspace (we are remote friendly but have a beautiful office in central London)
- Occasional Treeapp merchandise
- Regular team socials & company events
- Free coffee & beer at the office
- 30 days off (inc. BH) + the day off on your birthday!

Some of the Treeapp team helping plant trees in the UK

About us

Treeapp is 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.

We're also 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!

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 featured in Business Insider's [37 Most Promising Climate-Tech Startups of 2022, According to Top VCs](#), in [London's 101 Fastest Growing CleanTech Startups](#) & [London's Best Sustainability Companies – To Work For and Buy From!](#)

Impact

The Treeapp team is all about growing a global impact. So we're very happy to have planted over 3 million trees across 5 continents since our launch!

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.