

## **Business Development Executive (Part-Time)**

### **Location: London (Flexible/Hybrid Working)**

*"We protect innovation and enable commercialisation in the sustainability sector."*

Climefort (climefort.com) is a Business & IP strategy advisory firm with a heart of a social enterprise. We help clients, primarily startups and SMEs, in the cleantech and sustainability sector with innovation planning, business strategy and research, as well as intellectual property advisory and protection.

We have a network of clients, partners, and experts that is not limited to one location. While we are proud of our base in Britain, we strive to have a global identity. Together, we stand for the well-being of our planet and its beings. We strongly abide by our core values of social connectedness and environmental consciousness.

### **The Role**

We have an exciting opportunity for an ambitious and passionate Business Development Executive who cares about sustainability, climate change, and innovation just as much as we do! At Climefort, we empower, lead, and innovate together to drive changes to our world.

We are looking for a like-minded Business Development Executive for our services, sourcing and screening clients that can benefit from our service offerings. This is an ideal role for an entrepreneurial minded individual who acts as the first line of communication with prospects.

While no prior knowledge of cleantech is required, experience in B2B service industry is highly desirable. If you got our values and have a skill for business development and client relationship building, you are a great fit for us!

### ***Responsibilities/Accountabilities will include, but are not limited to;***

- Representing Climefort's values and services, connecting and reaching out to prospect business clients.

- Creating and prioritising target account lists within your defined territory, identifying and generating new business opportunities and, through in-depth qualification, progress the pipeline through the sales funnel.
- Act as the first line of communication with prospects.
- Set up meetings or calls between (prospective) customers and sales executives.
- Collaborate with team members to plan and present client-focused solutions to prospects.
- Attend conferences and forums to support ongoing business development.
- Contribute to company's ongoing marketing activities.
- Expected working hours is 15-20 hours a week, with flexibility on days and timings.

### **What we can offer you**

- Work from anywhere - fancy a seaside holiday-let in Barcelona or your corner cafe in New York, your choice.
- No set working hours - morning bird, night owl, anything in-between the two? All are welcome!
- An informal and creative working environment. There is no formal hierarchy and we are a diverse and inclusive team.
- We are green - we aim to be carbon neutral (if not negative) and we help you offset your carbon emissions. We also actively support early-stage cleantech businesses and environmental organisations.
- Competitive base salary with performance-driven bonus.

### **Professional Experience/Qualifications/Skills**

- Excellent communication, negotiation and relationship management skills.
- Independent; entrepreneurial; well organized; inspires confidence in others.
- Perseverance, self-motivated, and a drive to succeed.
- A keen interest in climate change and technology and how it helps our customers.
- Previous experience in sales, business development and/or outbound prospecting.
- Adaptable, team-oriented, with a solution-driven mindset.
- Bachelor's degree desired. Advanced degree in business or in a similar field is a plus.

*Climefort is an Equal Employment Opportunity/Affirmative Action Employer - we consider all qualified applicants regardless of race, color, religion, gender, sexual orientation, national origin, disability, or age.*