

Business Development Representative

Start Date: ASAP

Job Description and Your Role

We are looking for a proactive and results-driven sales professional to join our rapidly growing international team for a dynamic role based remotely.

This is an exciting opportunity to join an impact-oriented organisation that works with inspiring leaders from government, business, financial institutions and civil society enabling the necessary transformation that addresses both the climate change, biosecurity and biodiversity crises.

In this role, you will need to be a self-starter and be able to hit the ground running from day one. The ideal candidate should have a proven experience in partnership, membership or sponsorship sales while contributing towards set annual revenue targets. You also have experience and a know-how in communicating and negotiating with senior stakeholders from different industry sectors.

Leveraging our influential global network of stakeholders, our extensive skills from organising major global convenings in more than 15 future clean economy markets, and our experience in developing and implementing breakthrough impact partnerships across sectors, your role will allow you to engage and build commercial partnerships with a wide range of companies and successfully transform them into long-term relationships across our services portfolio.

You will need to quickly build an understanding of our business, markets, customers and partners, as well as our internal systems and processes. You are outgoing in the sense that you are not afraid to pick up the phone and talk to people, you have a strategic mindset and can see business opportunities.

Key Responsibilities:

- Identify and source potential partners or members through stakeholder mapping, research and prospect engagement. See [here](#) for more on some of our high-profile industry clients.
- Research-led bespoke email writing & telephone prospecting
- Maximise partnership and membership revenue, working across our annual roadmap and towards your individual target
- Provide support to client meetings
- Manage relationships and deliverables with your existing clients
- Coordinate Database/CRM Management/Forecasting & Reporting tasks
- Prepare required business development presentations, briefings and new business proposals for the senior management team
- Learn continuously and be ahead of market trends

Key Qualifications:

- Minimum Associate or Bachelor's degree in relevant field
- 5+ years experience in a similar business development or revenue-generating role
- A passion for sales and strategic partnership development
- A natural propensity to learn and drive to succeed
- Resilience, business acumen and charisma to engage with senior stakeholders

- Ability to work in a team environment that promotes collaboration as well as act independently
- Experience with CRM systems, e.g. Salesforce is advantageous

We can Offer You:

- Competitive commission structure
- Opportunities to meet and influence global decision-makers & innovators
- Full training and mentoring
- Occasional global travel to our events

About World Climate Foundation

World Climate Foundation is an impact-oriented organisation that works with inspiring leaders from government, business, financial institutions and civil society organisations to build resilience, enabling the necessary transformation that addresses both the climate change and biodiversity crises. Through its collaborative, high-level network the World Climate Foundation identifies and accelerates cross-sector implementation of markets, technologies and policies, at the required scale, to realise change.

From concept development, analysis, strategy, and implementation, World Climate Foundation provides services ranging from strategic advisory to holistic solutions, as well as high-level international events on topics such as climate change, biodiversity, climate investments and biosecurity.

For more information about World Climate Foundation and our activities, please refer to our website: www.worldclimatefoundation.org

Practical Details

Location: Remote

Application Deadline: 3rd July 2022

Start Date: as soon as possible

Please send your CV and Cover letter to: james.butler@worldclimatefoundation.org