



## Business Development

### About Carbonplace

An exciting opportunity to rapidly scale and shape a start-up committed to driving climate action. Carbonplace is a global carbon credit transaction network that will enable the simple, secure, and transparent transfer of certified carbon credits. Developed by a group of financial institutions, Carbonplace's unique blockchain-enabled distributed ledger technology will enable the trust, transparency, and accessibility required to open the voluntary carbon market to the world and accelerate global climate action. In joining this new & unique venture, you will engage with teams that have a startup mindset without the worry of associated start up risks. You will be working with a consortium of financial institutions with a core objective of executing MVP and Series A funding.

### About This Role:

Carbonplace are seeking a highly ambitious and motivated Business Development & Sales lead to join the team. The successful applicant will lead business development and sales globally with specific focus on acquiring banks to partner with and invest in Carbonplace. We are looking for an individual with extensive sales experience and passionate about driving the transition to net-zero, recognizing the need for true collaboration between the financial sector and other carbon market participants to bring trust, transparency, and access to the voluntary carbon market.

### Responsibilities:

- Understand the main business driver of current and potential clients; with the ability to define the value of potential solutions, demonstrating an understanding of their needs and product development to capture the imagination and interest of the client
- Owning the sales process from prospecting to executing commercial contracts and as well as continuously manage the sales pipeline
- Support client communication and marketing activities to grow interest in and onboard new financial institutions to the platform
- Working with the leadership team and clients to identify new business opportunities, communicate opportunity areas to key clients, ensure alignment among stakeholders and manage dependencies
- Stay current on market developments, identifying new regulation/legislation and industry trends, products, developments in the voluntary and compliance carbon markets, and new trading/revenue opportunities and how they affect the network of clients
- Continually immerse yourself into the Carbon Credit Markets, Blockchain and Crypto industry; attending meet-ups, industry events, and other in-person meetings to deepen relationships,

### Location and Commitments:

We offer hybrid working, with a minimum of 2-3 days a week in the City of London office. This role will require frequent travel.

### Candidate Requirements:

- 3+ year's experience in Partnerships, Business Development, or Product roles at a fintech, blockchain, crypto, technology, e-commerce, payments, sustainability or financial services company



- Experience with bank payment processes and emerging settlement technologies favourable.
- Able to thrive in a fast-paced start-up environment: proactive, self-motivated, results-oriented, and organized
- Demonstrated ability to build networks of relationships.
- You take a collaborative approach and have excellent interpersonal and communication skills.

**Important information:**

- A degree or equivalent professional qualifications are preferred, although not required.
- We are hoping for someone who can join Carbonplace promptly, commencing in this role from Q4 2022.

**Remuneration & Benefits:**

Competitive based on experience.

