

Ecofye – Business Development Lead



Position: Business Development Lead – PART TIME

Time Commitment: Expected approx. 10hr/week

Period: 2 - 3 months

Start date: ASAP – ideally London based

We're a climate action consultancy dedicated to helping companies overcome their climate and sustainability challenges. How does it work? We created the 360° Assessment which analyses companies' sustainability performance. We then advise companies on how to improve in a way that minimises their environmental impact and creates long-term business resilience. Accelerate climate action and join us!

What we are looking for

- Knowledgeable about sustainability and climate change issues
- Highly enthusiastic about building a better future
- Experience in a sales or business development role
- Proficient in using Excel and CRM tools (e.g Hubspot)

What you will do

- Identify new business opportunities & partnerships
- Freedom to develop sales strategy
- Discover and research potential clients and manage CRM
- Work with the marketing team to help achieve targets

What you'll get

- Become involved with our current projects
- Gain experience working with innovative consumer-facing brands
- Learn about sustainability and climate change
- Be part of the next generation of innovators tackling our most pressing global challenge
- Monthly drinks on the founders
- Opportunity to join the team full-time

Contact details

If you fit the spec outlined above, please send your CV and 200 words on why you are the right person for the role to hello@ecofye.com. Please note that we endeavor to fill the position as soon as possible and will close it as soon as we've found the right person.