



# Business Development and Sales Associate

REPORTS TO: Chief Executive Officer

SALARY: Full time, market base + commission

## Overview:

Clever Offsets Inc. is looking for an ambitious applicant who shares our vision to empower clients with customized information so they can make confident, data-driven decisions in the pursuit of a sustainable future.

The Business Development and Sales Associate will be responsible for identifying, developing, and qualifying sales leads, and working closely with the Chief Executive Officer to convert them to clients. The successful applicant will be confident, adaptable, capable of building relationships easily, and excited about being a member of a growing team.

Our office is based in New York City with team members around the globe, but you may work remotely.

## Whom we are looking for:

Candidates should be interested in a career working on climate. A background in financial services is preferred. Previous experience in carbon markets is helpful but not required.

- Requires a four year college degree.
- Requires two years of prior SaaS experience in a business development, customer success, or sales role.

To perform effectively, you will possess the following skills and competencies:

- A self-starter who has the ability to generate, develop, and qualify leads starting from a base with virtually no existing clients
- Strong technology skills
- Proven analytical and problem-solving skills
- Organized with the ability to prioritize assignments and clients as they come in
- Strong communication skills, both written and verbal
- Relevant knowledge of the carbon markets, corporate social responsibility, sustainability, and climate change
- Entrepreneurial mindset and a great team player

## What you will do:

- Prospecting for corporate customers and business development (cold calling, qualifying leads, providing demos, building the sales pipeline) and recording all relevant lead information into our CRM, Monday.com
- Work with Clever's Marketing Team to develop tools that generate prospects
- Work closely with CEO to close prospects and turn them into paying customers
- Strategic management of prospect relationships so you can understand their needs and how Clever can address their challenges
- Maintaining relationships with existing customers, ensuring renewal, and identifying further sales opportunities
- Taking part in deal negotiations as needed
- Working closely with our Data and Development team in Europe and the US as sales needs arise

## Things to note:

- Some travel may be required

## About Clever:

Clever is the Pitchbook.com for the \$200B carbon markets, providing the largest and most advanced analytics platform to make millions of data points actionable across the globe. Clever's clean and structured data optimizes analysis, finally enabling stakeholders to make data-driven decisions.

## Why you should work for Clever:

We are an early-stage business that is building a diverse team where we learn from each other, support each other's goals, and welcome those who we can learn from through diverse backgrounds, experiences, and perspectives. We strive to accommodate our employee's needs and provide a flexible work environment.

## What to do next:

Apply now by submitting a resume and cover letter through to [clever@cleveroffsets.com](mailto:clever@cleveroffsets.com). Your cover letter is vital for your application as it allows us to see why you feel a career at Clever is for you and how Clever can benefit from your talent, hard work, and passion for the industry.

Clever Offsets, Inc. is an equal opportunity employer. We strongly encourage applications from women, people of color, ethnic minorities, LGBTQ+, and persons with disabilities.