



TreeTrust

SENIOR BUSINESS DEVELOPMENT MANAGER (m/f/d)

JOBS FOR A BETTER PLANET.

Send your CV to

recruiting@treetrust.io

and become part of our team!





TreeTrust

As Senior Business Development Manager, you will be responsible for TreeTrust's continued growth by further defining the business development strategy and working with us to acquire new clients for high-quality climate projects. You will work closely with our Management team and be part of the extended TreeTrust Leadership Team.

Your responsibilities

- Continue to develop and track a holistic business development strategy that takes our customer experience to the next level from early customer acquisition to deal closure
- Identify and acquire new customers for our high-quality climate projects
- Define and manage marketing efforts and lead deal teams
- Working closely with the product team to communicate customer needs and requirements and to actively develop our product
- Develop innovative stories and strategic value propositions to convince our customers with customized solutions

Your profile

- You have a strong track record in sales or business development of at least 5 years, ideally also in a start-up or scale-up environment
- You have profound experience in business development / sales and have already achieved ambitious sales goals there
- Your heart beats for convincing and high-quality climate projects and you have a network or close relation to the topic of sustainability and corporate responsibility
- You have start-up experience and a desire for co-entrepreneurship
- Your hands-on mentality is creating solution oriented results
- You can bring contract negotiations in a B2B context to a successful deal closure
- You have the ability to build trusting and resilient customer relationships and thus establish yourself as a sought-after contact person
- You have a strong ability to transfer ideas and requirements into pragmatic and implementable customer solutions
- You are self-motivated with a customer-centric mindset and excellent German and English language skills



About TreeTrust

We are active in fighting climate change. We facilitate new climate projects of highest quality for enterprises and create trust with transparency. We focus on carbon removal by scaling up the restoration of tree cover through mechanisms of the carbon markets. TreeTrust facilitates the generation of new forests for enterprises, using our expertise in asset structuring, risk assessment and mitigation, climate modeling, and forestry. We have already started projects building >1.000 ha new forests, sequestering more than 600.000 tCO₂ in the next years. With you, we want to scale these activities to help solving the climate crisis with highest quality projects and apparent climate benefits.

What we offer

- Engagement in a central climate change topic - 100% purpose on restoring tree coverage
- Work in a creative environment that gives you a wide decision autonomy to shape our engagement within an international setting
- We grow - and you grow with us
- Flexible work environment(s): onsite in Munich / remote
- Participation in the success of our business
- The combination of strength and stability of Munich Re with the spirit, flexibility and agility of a startup