



We're Hiring!

BUSINESS DEVELOPMENT INTERN
(4 TO 6 MONTHS)

Join us for a transformative experience!

WHO ARE WE?

Greenwashing Provable Climate Contribution

While undeniably crucial for the fight against climate change, carbon contributions are undermined by archaic systems and a prevailing lack of faith in the market. At Carbonable, we're on a mission to engineer trust and operational efficiency to scale the carbon offset market through integrity.

Powered by blockchain technology, our groundbreaking Carbon Offset Platform enables companies to execute their climate contribution strategy in the most efficient way, while guaranteeing auditability.



WHY US?

Join an innovative and vibrant team that dares to dream big and act boldly!

Innovation at its Core: We're pioneering the Carbon Offset Market, with advanced technologies like Blockchain and AI. Here, you will be an explorer, driving innovations that matter.

Purposeful Impact: Your daily endeavors extend beyond business; they're a fight for combating climate change, preserving biodiversity, and uplifting local communities.

Remote-First Flexibility: With our growing, Europe-spanning team, enjoy the freedom to design your work life, embracing remote connections and worldly explorations. Your journey, your rules.

Continuous Learning: Dive into an environment filled with new concepts at the intersection of sustainability and technology. Elevate your game with continuous learning opportunities.

Empowerment & Impact: In our close-knit team, your contributions are shaping the company's trajectory. Your voice is heard, your ideas are valued, and your efforts make a difference.

JOB DESCRIPTION

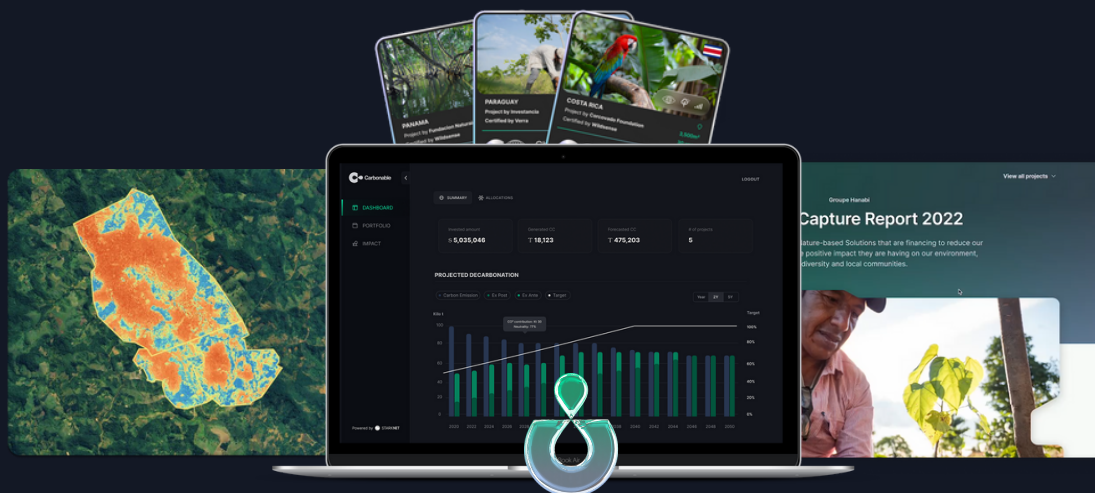
We are opening a new Business Development apprentice, starting asap (October 2023 for instance). You will work closely with the execs on their B2B sales. You will participate in business development efforts with companies, both corporate and financial actors. Your daily missions will be :

- Responsible for generating leads and keeping them interested through the sales funnel.
 - Research, track, maintain and update leads
 - Make outgoing calls to develop new business
 - Contact prospects to qualify leads
 - Research and maintain lead generation database
- Gaining insights and a deep understanding of the market and of our product
- Participate in and organise events and conferences
- Finding ways to promote the brand, expand the market, acquire new users, generate awareness.

PROFILE

You come from a Business School and/or have a University Bachelor or Master degree. With your motivation, drive and strategies, we anticipate you being proactive in generating leads and interest, building partnerships, and be a driving force in the expansion of our business:

- Excellent communication and interpersonal skills
- Leadership and highly comfortable networking
- Ability to work independently and as part of a team
- Business intelligence skills. Understand Carbonable's business offering and positioning
- Research & strategy. Understand the service, needs and goals of prospects
- Strong verbal and written communication in French and English
- Creative mind with experimentation skills
- A doer, Results-Driven and Metrics-driven



If you're inspired by Carbonable's mission, and think you are the perfect fit - Jump in!

[Apply Now](#)

Here is the hiring process to expect :

- Screening with our Team Lead
- Interview with our co-founders

