



**Role:** Business developer/sales officer (EN, DE or FR native)

**Timing:** 32-40 hours per week

**Location:** Aalsmeer, the Netherlands

Our vision at Treemore is a sustainable world where people live in harmony with nature and with each other. In this world, people understand the earth's systems dynamics and use its power to create diversity, rather than to destroy it.

Trees are vital to complex life, symbols of strength and an endless source of inspiration. On our mission to reverse the deforestation trend, we found *one* product and approach that worked best: high-quality tree-gifts combined with storytelling. By offering small specimen of nature's most striking trees and help people nurture them, we aim to make everyone fall in love with trees and become stewards of spaceship earth.

Our small but very motivated team consists of passionate professionals that are looking for a business developer/sales officer to leverage our impact through scaling our business in The Netherlands and in surrounding countries.

#### **Responsibilities:**

Since the start of Treemore in 2021 we have seen rapid growth of sales in The Netherlands, and recently put our first strides on the German and French markets. As business developer/sales officer you will be responsible for accelerating the sales growth of our products in The Netherlands and abroad. Activities and responsibilities include:

- Identify and approach new clients, both resellers and corporate end-customers
- Develop and manage client relationships and strategic partnerships
- Coordinate sales efforts with the MarCom team
- Conduct competitor analysis
- Visit fairs and seminars

#### **We are looking for candidates with the following profile:**

- You are an enthusiastic, extravert, social media savvy person, with an academic background in communications, sales, business administration, marketing or equivalent;
- Obviously, you are passionate about trees, nature and sustainability;
- You are a generalist and can identify new sales opportunities from social trends, new legislation, and the latest academic insights.
- Preferably, you have experience with B2B sales of plants or fast-moving consumer goods;
- Ability to work independently and proactively;
- Hands-on mentality, willing to pick up what needs to be done in an innovative start-up organization;
- Native in English, German or French and excellent writing and communication skills.

**What you get:**

A place where you can work in a young, enthusiastic, and future-oriented team full of inspiration and creativity. No “yes and amen”, but an open environment where you can deploy your talents and get the opportunity to shape a fast-growing organization, contributing to a more sustainable society. You will have lots of freedom to take initiative and will gain knowledge from working with experts.

- A contract for 32 – 40 hours per week;
- Salary commensurate with education and experience;
- An inspiring working environment. Our office is located in the new green fulfillment center of e-Flora next to the Amsterdam forest;
- Possibility for hybrid working;
- A green home (discount on all trees and plants)!

For more information or to send an application, please contact [maarten@treemore.eu](mailto:maarten@treemore.eu). Applications can be submitted until April the 12th 2024.