



Carbonable

WE'RE HIRING

BUSINESS DEVELOPER INTERN

If you're eager to learn more about web3, DeFi or NFTs and are committed to the fight against climate change, this internship offer is for YOU!



WHO WE ARE ?

Carbon neutrality is both a pressing and complex challenge
What if we leveraged Web3 to help fight climate change effectively?

The regeneration of nature is one area where humanity can help rebalance the climate in a short time frame. That's why we have created Carbonable, a pioneering "Decarbonize and Manage as a Service" solution for an effective end-to-end carbon removal action.

With our groundbreaking approach that converts carbon removal projects into digital assets, Carbonable opens the doors to this sustainable investment opportunity to everyone, while providing an absolute level of trust and transparency.

Further Carbonable provides unparalleled benefits to companies in executing their net zero strategy. From cost saving, to risk diversification, portfolio management, monitoring, and immersive consumer experience, Carbonable is the ultimate tool to drive environmental leadership.

Join the team to discover the new world of possibilities that Web3 offers and to help use it for good.

WHY US?

Carbonable is still a small team of 10 people but with a skyrocket growth ongoing.

Remote first. You'll be joining a team based all over the French country but with the ambition to expand all over the world. Want to work remotely? Go ahead.

Flexible working arrangements. You can create your own journey with flexible schedules and locations. We believe everyone has the right to control their own freedom. Our people can make their own schedule, own their own time, and we encourage you to travel and work from anywhere in the world.

Continuous learning and opportunities. You'll be constantly exposed to new concepts, ideas and challenges of Web3 and Web2 - challenging yourself to stay on the top of your game.

Giving meaning beyond Blockchain Web3. You will join a company that has a real impact on the regeneration of nature and take part in the financing of public goods.

JOB DESCRIPTION

We are opening a new Business Development internship, starting asap. You will work closely with the execs on their B2B sales. You will participate in business development efforts with companies, both corporate, institutional and web3. Your daily missions will be :

- Responsible for generating leads and keeping them interested as they move through the sales funnel.
 - Prospecting
 - Updating the sales funnel or customer management platform
 - Qualifying leads
 - Nurturing relationships with clients
- Identify members of the company's target audience and effectively find and follow up on opportunities.
- Adapt and develop solutions to clients' needs with clear and decisive communication.
- Finding ways to promote the brand, expand the market, acquire new users and generate awareness.
- Gaining insights and a deep understanding of the market. Researching the needs of the business and its competitors to gain a broader view of the target market.
- Track returns on investments (ROI)

PROFILE

You come from a Business School and/or have a University 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:

- Strong interpersonal skills.
- Sales & Negotiation skills. Tactful and diplomatic at all times. Holding the knowledge of when to compromise and when to offer firm solutions to persuade prospects, winning their trust and commitment.
- 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
- Leadership
- Highly comfortable networking.
- Creative mind with experimentation and problem-solving skills
- A Doer with great attention to details
- Metrics-driven
- Willingness to constantly learn, improve, and challenge yourself to stay at the top of your game
- Being a Web3 Master is not a must but a bonus. You'll be able to learn within the team !

Apply Now

If you are as excited about Carbonable as we are and think you are the right person

Here is the hiring process to expect :

- Screening with our Growth Lead
- A Marketing Business Case to deliver
- Interview with one of our co-funders