Company Description

The built environment is responsible for 40% of global emissions. By 2060, we’ll see the built environment double in size; this is equivalent to building one New York City every month for the next 40 years. Much of these emissions come from hard-to-decarbonize sectors such as concrete manufacturing.

Carbon Upcycling’s patented technology reduces the carbon emissions of cement and concrete through carbon utilization and cement abatement, and also improves the strength of concrete while offering better durability and improved rebar protection. Carbon Upcycling Technologies offers the only commercial solution that utilises solid waste materials, uses flue gas directly, and achieves cement reductions of over 15%. Carbon Upcycling enables lower carbon, higher resilient concrete for the adaptable infrastructure we need in the 21st century.

Since 2014, Carbon Upcycling has scaled its ability to convert CO2 emissions into value-add end materials by over a million times and has since been confirmed as one of the top CO2 utilization companies in the world as a winner of the X-Factor Award in the NRG COSIA Carbon XPRIZE. Carbon Upcycling has been named as a Solar Impulse Efficient Solution label recipient, a funding recipient of Fundación Repsol Entrepreneurs Fund, and a winner of the 2019 76West Clean Technology Competition.

Carbon Upcycling promises to use the waste of today to build a better tomorrow and has a vision of creating a world where carbon is a sustainable resource to shape the future of humanity. We are a team that values and embraces diversity in people and thoughts.

Culture

We have an incredible opportunity to make an impact on this earth. With a focus on innovation, we have been pushing the boundaries in some of the largest industries in the world. Employees of Carbon Upcycling lean into their curiosity and resourcefulness, are well adapted to a fast-paced environment, and are proactive problem solvers. We have fostered an ambitious team that has been able to scale our technology by over 10 million times in production capacity in the past 5 years. Through a corporate culture that is trusting and transparent, we have built a team with can-do attitudes that are committed to achieving evidence-based impact. Applicants who are looking for a culture that is focused on continuous learning and new challenges will fit in well. We believe in diversity. We believe in integrity. We believe in innovation. We believe in curiosity. We believe in accelerating change...together. Join us.
Job Title: Development and Partnerships Manager

Job Type: Full-Time
Department: Business Development and Sales
Market: Cement and Concrete (North America)
Location: Remote, North America (current HQ is in Calgary, AB, CAN)
Role Overview: Sales strategy and program development; client facing; report to CEO

Responsibilities

- **Business Development**
  - Reach out to various parties including potential clients, feedstock owners (i.e. mines or solid waste repository owners), as well as government agencies
  - Attend and present at conferences, meetings, and industry events
  - Pull together information to develop a project scope
  - Engage requisite partners to develop project
  - Close on projects to commence development
  - Lead the development of proposals, pricing, offers, and presentations to prospective and existing clients

- **Sales Process Management**
  - Carry quota and exceed sales targets by executing existing pipeline, developing new opportunities, and renewing and increasing the value of existing clients
  - Be the first point of contact for clients
  - Identify trends and client needs, build a short/medium/long-term sales pipeline in accordance with targets
  - Aggregate and distill client feedback for cross-functional stakeholders
  - Manage sales funnel and execute all aspects of contracts and deals from start to finish
  - Develop project tracking progress
  - Train existing team and build bigger team as required
  - Work with GR associates as well as local sales partners and informal network
  - Some help with investor relations and general marketing

- **Strategic Development**
  - Support the preparation of monthly, quarterly, and annual management reports and pipeline analyses, with the ability to pull out useful insights and analyses
  - Support company growth
  - Develop strategies for global tech rollout
  - Support leadership in developing and executing against our long-term strategic plans
  - Manage internal and external stakeholder expectations
  - Foster culture of thorough due diligence and evaluation of opportunities to achieve goals
Qualifications

- 10+ years experience in cement and concrete industry in North America (preferred)
  - Experience in other sectors involving sales of industrial equipment or analogous sales will be considered.
- Ability to understand financial models and assess financial viability of deal structures
- Innovative, driven, highly organized self-starter with ability to handle multiple activities and comfortable interacting with all levels of management within the company
- Ability to work with a young, agile team
- Understand of market dynamics for cement and supplementary cementitious materials
- Strong “hands-on” credible leadership and presence, with pro-active listening and other communication and influence skills
- Proficient in effective communication, reporting, and sales conversion
- Ability to take company from startup to commercialization
- A successful candidate will have strong organizational and interpersonal skills, staff management and development, a keen attention to detail, and a passion for project execution
- Experience using HubSpot (preferred)
- Experience using Slack (preferred)
- Experience using GoogleMeets, Gmail and GoogleCalendar (preferred)

Willingness to travel: 60%
Language: English (required)