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: Sales and Development Associate

Job Type: Full-time
Market: Cement and Concrete (North America)
Department: Business Development and Sales
Location: Remote, North America (current HQ is in Calgary, AB, CAN)
Role Overview: Support sale and commercialization day-to-day activities; client facing; report to Project Development Lead

Responsibilities
- Researching and data collection for new market opportunities identified
- Preparing slide decks and other materials
- Working closely with policy consultants and managing interface with grant agencies
- Meeting minutes and lead management documentation; sending follow up emails
- Set-up meetings
- Cold outreach through emails and phone calls
- Grant and funding opportunity identification and writing
- Manage office phone and general inbound inquiries
- Opportunities to present on behalf of company
- Support logistics and general operations in company, as required

Qualifications
- Entry to Mid-level entry position
- Ability to work with a young-agile team
- A self-starter who is goal driven and resilient
- Strong decision-making skills, with the ability to grasp technical concepts rapidly
- A successful candidate will have strong organizational and interpersonal skills, 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)

Language: English (required)