



Sales Associate - Corporate Voluntary Market

Tradewater is a mission-based company headquartered in Chicago and operating around the world. We collect, manage, and destroy greenhouse gases. Our projects are designed to fight climate change and create economic development opportunities. Tradewater's projects result in carbon offset credits. Tradewater is building its team to market carbon offset credits to leading companies and organizations that have set substantive greenhouse gas reduction goals.

Fighting the global climate crisis requires the energy and talent of people of many backgrounds and experiences who are ready to apply their knowledge and expertise to this important work. Tradewater is seeking a full-time Sales Associate to support the Market Development department in our efforts to build a corporate voluntary market.

This position will work collaboratively with team members to research and qualify corporate leads that will support a robust sales pipeline, develop marketing materials to support corporate outreach efforts, manage outreach campaigns to connect with potential customers, build relationships and rapport with customers, and provide support for product development efforts. Once in-office work resumes, the position will be based in Tradewater's headquarters in the Fulton Market neighborhood of Chicago. Until then, work will be performed remotely. This position will report to the Director of Market Development.

Key Areas of Responsibility:

- Research potential customers that fit our target market and generate a pipeline of leads
- Qualify leads through additional research and outreach
- Conduct cold outreach to target companies via email, phone, and networking channels
- Manage outreach efforts via the use of Tradewater's CRM
- Support the development of marketing materials to aid in customer outreach activities
- Write proposals for customer engagement opportunities
- Manage and develop relationships with key partners and potential customers
- Support various product development efforts through the delivery of consumer and market insights, project and account management, and value proposition development

Experience and Qualifications:

- Bachelor's degree required; graduate degree preferred
- 5-7 years of sales and/or account management experience
- Enthusiasm for our mission to collect, manage, and destroy greenhouse gases
- Established network with corporate sustainability leaders is a plus
- Experience in conducting cold outreach and moving potential customers through a sales pipeline



- Great interpersonal skills and professionalism with the ability to interact, build and manage relationships with potential customers at all levels within an organization
- Strong research skills and business acumen with the ability to summarize findings and identify key insights
- A superb listener with the ability to make connections finding opportunities and solutions to complex problems
- Ability to lead cross-functional teams in the execution and delivery of services to customers that meet and exceed expectations
- Excellent written and oral communication skills and prior experience in proposal writing
- Expert user of Microsoft suite of tools (including Word, PowerPoint, Excel, Teams, SharePoint, and OneDrive), experience in Adobe Creative Suite and Zoho a plus
- Ability to successfully manage multiple tasks requiring minimal supervision while adhering to quality standards
- Quick learner and self-starter who can work independently and within a team environment
- Attention to detail, reliability, highly organized, responsiveness to feedback and a positive attitude
- Flexibility and ability to work in face-paced and entrepreneurial environment

Tradewater offers a competitive salary and good benefits. If you are interested, please submit your application at: https://app.jobvite.com/j?aj=o0Q6dfwT&s=TW_Website
An initial phone screen will be held with qualified candidates, followed by up to three rounds of interviews and discussions with Tradewater's leadership.