

Tradewater
Director of Market Development
Location: Remote

Link to apply: <https://tradewater.applytojob.com/apply/7itgEkoYKr/Director-Of-Market-Development>

[Tradewater](#) is a B Corp and mission-based project development company that is in business to prevent catastrophic climate change. We are on a mission to improve the environment and create economic opportunity through the collection, control, and destruction of potent, non-CO2 greenhouse gases. Tradewater believes that a company committed to cleaning up the environment can be just as successful – if not more so – than a company that achieves its goals without regard to environmental impact.

Non-CO2 gases account for nearly half of all global warming from human activity since 1970. Our work, referred to as “emergency brake solutions” by [Project Drawdown](#) is essential to prevent catastrophic climate change. Our projects include the destruction of refrigerants and halon fire suppressants that are potent greenhouse gases and deplete the ozone layer. We also find, measure, and plug orphaned oil and gas wells that have no solvent operator and are leaking methane into the atmosphere. To date, we have permanently prevented over 6.9 million tons of CO2e from reaching the atmosphere and we are on a path to prevent the release of at least 22 million tons of CO2e by 2027.

The Opportunity

The Director of Market Development is responsible for the sales of Tradewater’s carbon offset credits, pushing the boundaries of what is possible and finding new ways to grow the company by creating demand for Tradewater’s projects. This role is pivotal in developing new markets and requires a curious and innovative leader.

The Director will manage the Market Development team and a pipeline of opportunities from conducting research, examining market potential, piloting and executing concept development, evaluating results, and scaling new business lines and approaches. The Market Development department provides internal and collaborative services throughout the company. To accomplish this, the Director must anticipate organizational needs, develop efficient and effective implementation plans, and manage several diverse projects simultaneously.

Key responsibilities include:

- Lead the identification and capture of new market segments for Tradewater products and services and develop business plans and execution strategies to enter those markets.
- Serve as a thought leader and partner across Tradewater to lead all new market development and sales efforts for Tradewater’s carbon offset credits.
- Facilitate customer and partner interactions to sell our carbon offset credits.
- Develop and lead a team with sales and account management capabilities to capture new customers and retain and grow existing customers.
- Develop and lead a team with capabilities to conduct market research and analysis to support new program development across the organization.

- Utilizes command of the policy context within Tradewater operates globally (e.g., compliance and voluntary carbon programs, the Paris Agreement on Climate Change, Montreal Protocol) to develop strategies to capture different opportunities.
- Manage the Market Development department, focusing on leveraging strengths and providing a framework for disciplined execution.
- Manage the sales pipeline providing strategic direction to the Market Development team and reporting to the organization on the team's progress.
- Participate as a leader in the organization across Tradewater's other departments.
- Act as a brand ambassador for Tradewater actively seek ways to enhance our credibility and brand awareness in the market.

Requirements:

- Passion and enthusiasm for Tradewater's mission and sustainability.
- Bachelor's degree with ten to fifteen years of relevant experience.
- Prior sales and account management experience at the executive level with the ability to move potential customers through a sales pipeline.
- Prior market research experience with ability to use data to drive market analysis and program development.
- Proven experience in the generation and execution of ideas.
- Demonstrates a learning orientation and intellectual curiosity along with a resiliency to persevere.
- Clear and compelling written communication and proposal writing skills.
- Demonstrated ability to deliver both strategic and tactical results from inception to completion.
- Excellent planning and execution skills – a track record of successfully delivering projects and results on time.
- Excellent time management skills to balance multiple priorities.
- Team player.

The Application Process

Here is a guide for [what to expect](#) throughout the hiring process.

Tradewater provides equal employment opportunities to all employees and applicants for employment and prohibits discrimination and harassment of any type without regard to sex, sex stereotyping, pregnancy (including pregnancy, childbirth, and medical conditions related to pregnancy, childbirth, or breastfeeding), race, color, religion, ancestry or national origin, age, disability status, medical condition, marital status, sexual orientation, gender, gender identity, gender expression, transgender status, political affiliation, protected military or veteran status, citizenship status, genetic information, or any other characteristic protected by federal, state, or local laws.

Tradewater is committed to providing reasonable accommodation to individuals living with disabilities. If you are a qualified individual living with a disability and need assistance expressing interest online, please email humanresources@tradewater.us. If you are selected for an interview, you will receive additional information regarding how to request an accommodation for the interview process.

If you are interested in applying for this position, please submit your application at:

<https://tradewater.applytojob.com/apply/7itgEkoYKr/Director-Of-Market-Development>