

## Business Development (Sustainable Solutions)

We are looking for an experienced business development person with sound knowledge of the circular economy and greenhouse gas emissions to facilitate meaningful conversations with potential clients to help grow our business.

### About the Company:

Our mission is to substantially reduce the carbon emissions and cost of offices. Our circular economy business model is creating a positive impact on the world, and we want to help more companies achieve their Net Zero Carbon targets. For more information about Rype Office please visit our website: [www.rypeoffice.com](http://www.rypeoffice.com)

Our remanufactured furniture and Net Zero Carbon Office Design service ([www.NezolInteriors.com](http://www.NezolInteriors.com)) are disrupting the office furniture industry by creating wonderful offices at 80% less environmental impact and half the cost of furnishings made from virgin resources.

### Position:

We are after a full-time permanent business development person, with a passion for and knowledge of sustainability, to help clients to incorporate our circular economy furnishings and interior design services in their projects. This is a business development role focusing on building relationships and strategic partnerships, underpinned by sales and marketing activities, to bring in new business.

Our rapid growth means that there should be career development opportunities for high-performing staff.

We are looking for someone who is:

- An experienced business development professional
- Purpose-driven, with a desire to make an impact environmentally
- Well organised, able to multi-task using a structured approach to deliver on every promise
- Familiar with CRM usage so that all leads are captured and followed
- Well-spoken with good written English

### Key Responsibilities:

Specific responsibilities include:

- New business development, identifying and bringing in new business
- Account management, customer/channel/partner relationship management
- Identifying marketing collaboration opportunities with partners, channels and clients
- Representing the business as an advocate for sustainability
- Educating potential clients and partners on the environmental, social and economic benefits of the Circular Economy
- Working with our Designers to respond to client briefings, contribute to and review proposals and pricing
- Organising events
- Collecting and reporting on materials sustainability information
- Staying abreast of news about your target clients and partners

- Contributing to and/or writing content for our newsletter and social media

**Required skills, experience and qualifications:**

- Demonstrable successful business development experience
- Degree level relevant qualifications
- Strong sustainability knowledge
- Commercial experience discussing sustainability solutions
- Experience presenting to large groups
- Effective communication skills (oral, written and presentation)
- Sound commercial judgement
- Strong attention to detail
- Experience identifying and implementing collaborative marketing opportunities with clients and partners
- Proficient in MS Office (Excel, PowerPoint, Word, Outlook)
- Strong administration skills and adept at multi-tasking
- Self-motivated
- Good teamwork skills
- Proof of right to work in the UK

**Desirable (but not essential):**

- Experience in the circular economy
- Experience in the building industry, and/or construction, and/or fitouts, and/or office interior and/or office furniture sector
- UK driving licence
- Fluency in French, Dutch or German

**Location:**

This is a hybrid role. Much of this role can be done working from home and meeting with clients at their offices. Occasional attendance (e.g., weekly) will be required at our remanufacturing site/office.

**Package:**

£35,000 to £40,000 depending on experience and can include share options.

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**To Apply:**

Send your application, comprising a CV and a cover letter highlighting your relevant experience and suitability for the role, to [jobs@rypeoffice.com](mailto:jobs@rypeoffice.com)