



Job Advertisement | Head of Business Development

Overview

Rhizocore Technologies is an applied mycology startup working with fungi to increase forest growth rates and carbon sequestration. Rhizocore focuses on the use of mycorrhizal fungi to grow healthier, more resilient forests that are less susceptible to drought and that sequester more carbon. We use our knowledge and library of locally sourced fungi, enabling trees to grow faster, decrease the amount of trees that die after planting and increase the amount of soil carbon sequestration in our woodlands.

Based at the **Roslin Innovation Centre** in Edinburgh, we are developing novel techniques for applying mycorrhizal fungi to improve the growth and resilience of young trees for ecosystem restoration and commercial forestry.

We have just closed a £3.5 million seed round and are moving quickly to scale our sales and business activities in the UK and abroad in order to maximise our impact on the biodiversity and climate crises. The person holding this role will lead our business development expansion and oversee the scaling of our sales and business globally in order to treat as many trees as possible. A full job description is provided in **Section A**.

We are looking for an inspired and dedicated Head of BD with a background and experience operating in fast growth start-ups, leading teams of highly driven individuals, has experience managing the expansion of operations across multiple geographies and has knowledge of the environmental sciences. The post holder must have the Right to Work in the UK, and be able to accommodate flexible working arrangements. A full candidate specification is provided in Section B.

Equality of opportunity is factored into all our recruitment decisions, and we welcome applicants from a diversity of backgrounds and will guarantee to interview all disabled applicants who meet the essential criteria for this post.

If you are interested in this position, please follow the guidelines in Section C, ensure the checklist is completed, and send all necessary documents to the provided email address. We look forward to hearing from you!

No agencies please.

Section A: Job Description

This is an exciting opportunity to lead the business development activities of a fast growing start-up that will have a sizable impact on helping solve the biodiversity and climate crises.

The post holder will lead our Business Development team and be responsible for the scaling of our business operations in Europe and beyond. The aim is to scale our business operations in order to be able to treat every tree planted, improving the natural capital value of tree planting efforts globally.

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| Hours of work: | Full time |
| Contract type: | Permanent |
| Contracted hours: | 34 per week |
| Salary: | £60-80K per annum depending on experience |
| Location: | Roslin Innovation Centre, Edinburgh, Scotland |
| Reports to (position): | CEO |
| Closing date: | 21/062023 |

Accountabilities

1. To be responsible for the scaling of our business development team
2. Meet sales targets across multiple geographies
3. Manage and coordinate our business development team
4. Manage both local and global sales infrastructure
5. Develop a growth strategy focused both on financial gain and customer satisfaction
6. Conduct research to identify new markets and customer needs
7. Arrange business meetings with prospective clients
8. Promote the company's products/services addressing or predicting clients' objectives
9. Prepare sales contracts ensuring adherence to law-established rules and guidelines
10. Build long-term relationships with new and existing customers
11. Develop entry level staff into valuable salespeople

This post will be line managed by Toby Parkes, CEO

Section B: Candidate Specification

Education and experience

Essential

- Proven working experience as a business development manager, sales executive or a relevant role
- Proven sales track record
- BSc/MBA in business administration, sales or relevant field
- Experienced building and managing business development software and infrastructure
- Experienced managing business teams undergoing rapid growth

Desirable

- Previous sales experience with land owners
- Previous experience working in the forestry sector
- Experience working in a startup environment
- Knowledge of the environmental sector
- Experience working and interfacing with natural capital markets e.g. carbon, nutrient mitigation and Biodiversity Net Gain (BNG)

Section C: Application Procedure

To be considered for the position, applicants must provide the documents listed below. A checklist has been provided as further guidance for what to include:

Document 1: Cover Letter

- Please provide examples of your relevant skills, abilities, knowledge and experience to support your application for this role. Please refer to the essential criteria in Section B of the Job Advertisement (up to 2,000 words).

Document 2: CV

- Education and employment history
- Contact details for two referees

Once completed, please email your documents to:

recruitment@rhizocore.com

Kind regards,

Toby Parkes (CEO) Rhizocore Technologies