



Job Title: New Business Sales Executive

Company: Carbon Footprint Ltd

Location: Basingstoke. (Office based)

Employment Type: Permanent FT

About Us:

Carbon Footprint Ltd is a leader in sustainable solutions, committed to helping businesses reduce and offset their carbon emissions and take actionable steps towards Net Zero and a greener future. We partner with organisations to create measurable environmental impact, and now we're expanding our reach with the addition of a dynamic Sales Executive to our team.

Job Description:

As a Sales Executive at Carbon Footprint Ltd, you will play a key role in driving growth and expanding our corporate client base. Your focus will be on proactively generating leads and building relationships with businesses across all sectors to support their Net Zero agenda – in particular, mitigating their carbon emissions through carbon offsetting. You will tailor and execute sales strategies, ensuring consistent engagement with prospective clients to secure new partnerships.

Reports to – Head of Sales

Key Responsibilities:

- Generate and maintain lists of prospective corporate clients through market research and networking .
- Develop tailored sales leads and actively reach out to potential clients via calls, emails, and meetings.
- Present the benefits of carbon offsetting and other sustainability solutions to corporate decision-makers.
- Build and maintain strong relationships to secure long-term contracts.
- Achieve and exceed individual sales targets, contributing to company-wide goals.
- Continuously monitor industry trends to identify new sales opportunities and maintain a competitive edge.

Requirements:

- Minimum of 2 years' experience in B2B corporate sales, ideally with expertise in generating your own leads.
- Proven track record of meeting or exceeding sales targets in a similar role within the sustainability market or similar.
- Excellent communication at all levels, negotiation, and interpersonal skills.
- A proactive and self-motivated approach, with strong organisational skills.
- Educational background in STEM subjects, Economics, Business, or a related field (degree preferred).

Remuneration:

- Competitive basic salary.
- Highly attractive commission scheme designed to reward high performance.

Why Join Us?

- Opportunity to work with a passionate team dedicated to sustainability.
- Be part of an innovative company making a real difference in the world.
- Excellent career growth opportunities within a fast-expanding organisation.

Apply with CV to wendy.buckley@carbonfootprint.com