



**JOB DESCRIPTION AND REQUIREMENTS
FOR
ACCOUNT MANAGER
(Environmental Product Declarations - EPDs)**

Would you like to be a part of a mission-driven company that contributes to a greener world?

Are you ready to shape our European market presence and grow with us?

Are you excited to learn about advanced software solutions and the automation of environmental product declarations?

If you answered “yes” to the questions above and you’re ready to drive change, represent cutting-edge technology, and make a positive impact, we’d love to hear from you!

Objectives of this role:

As an Account Manager, you will play a pivotal role in driving sales growth, building strong customer relationships, and championing our mission to make a positive impact on the world. Your expertise in the concrete industry and advanced software solutions will be instrumental in introducing our technology to European clients.

Responsibilities:

1. Sales and Business Development:

- o Identify and target new customers within the European market.
- o Develop and execute effective sales strategies to achieve revenue targets.
- o Cultivate relationships with key decision-makers and industry influencers.

2. Customer Relationship Management:

- o Nurture existing customer accounts, ensuring satisfaction and retention.
- o Understand customer needs, pain points, and goals related to EPDs.
- o Provide exceptional customer service and support.

3. Industry Knowledge:

- o Leverage your strong knowledge of the concrete industry to position our software effectively.
- o Understand industry trends, challenges, and regulatory requirements related to EPDs and related environmental reporting.

4. Product Evangelism:

- o Be the face of our technology in the European market.
- o Articulate the value proposition of our EPD solution to potential clients.
- o Conduct product demonstrations and presentations.

5. Strategic Vision:

- o Collaborate with the CEO to shape the future direction of our product.
- o Gather insights from the field to inform product enhancements and features.
- o Contribute to the long-term vision of our software offerings.

6. Technical Support Coordination:

- o Work closely with local technical support teams to ensure successful implementation of our systems.
- o Address customer inquiries and coordinate technical assistance as needed.

Requirements:

This position requires strong customer relationship skills. The successful candidate must be a team player, skilled time manager and negotiator, obsessive planner, strategic thinker, and skilled writer who is self-motivated, creative, confident, hardworking, and enthusiastic.

- **Concrete Industry Knowledge: Strong understanding of concrete manufacturing, construction, and sustainability practices is a must-have requirement.**
- Experience: Proven track record in B2B sales, preferably in software solutions or related industries.
- Technical Acumen: Comfortable with advanced software solutions and the ability to communicate technical concepts effectively.
- Strategic Thinker: Ability to see beyond immediate sales targets and contribute to product development.
- Passion for Sustainability: A genuine desire to make a difference by promoting environmentally responsible practices.
- Excellent Interpersonal and Communication Skills (written and verbal): Clear, concise, and persuasive communication, fluent in English (plus one or more European languages), including ability to present complex information to a non-technical audience
- A team player with strong leadership and customer relationship skills
- Ability to travel
- US Visa

Location:

Eligible candidates must reside within Western or Central Europe.

Salary:

This is an individual contributor position with enormous opportunity for professional growth. The salary range for this position is €78,000 - €83,000, depending on your background and years of experience.

About Climate Earth:

With over 67,000 ready mix, cement and block EPDs generated by over 1,200 plants around the world, Climate Earth is the leading provider of cloud-based EPD solutions for the concrete industry. We create business friendly applications that help our customers grow and thrive in the low carbon construction market. Our application focus is on measuring and managing embodied carbon, speeding low carbon mix design innovation and helping producers market their low carbon concrete solutions. Our flagship product is the first and only system capable of generating Type III product specific Environmental Product Declarations (EPDs) for ready mix concrete or cement. The product supports all European countries and empowers concrete and cement producers to effectively market their low carbon products and make informed, sustainable choices for mix and blend designs. As we expand further into the European market, we're seeking an enthusiastic and knowledgeable Account Manager to join our team.

To apply:

Submit your resume and cover letter detailing your relevant experience and motivation for joining our team to recruiting@climateearth.com. Applications will be reviewed on a rolling basis until the position is filled.

Note that we do not accept phone calls, drop-ins, or hard copies. climateearth.com/company/careers