



Calgary Business Development Lead

At Green Economy Canada we envision an economy where environmental sustainability, human well-being, and business success are synonymous.

[Green Economy Canada](#) is a national non-profit accelerating Canada's transition to a vibrant and inclusive net-zero future. We lead a network of [Green Economy Hubs](#) across the country that bring together, support and celebrate businesses in taking action on climate change and building sustainability into their operations. To date, over 600 businesses have been supported to collectively reduce over 225,000 tonnes of GHG emissions -- the equivalent of removing over 69,000 cars off the road each year. Join us in making business better, together!

The Opportunity

As the Calgary Business Development Lead, you will provide direct business development support to Green Economy Canada's Alberta-based Hub in Calgary. You will work towards bringing on 30 cumulative new members, to support the growth and impact of Green Economy Calgary.

As an ideal candidate, you have sales experience, a working knowledge of and/or connections within the Calgary business communities, a passion for business-led sustainability action, and are a self-starter who is motivated to reach ambitious goals. Does this sound like you? Then join our team of changemakers and let's transform business as usual!

As the Calgary Business Development Lead, you will work closely with the Senior Alberta Hub Manager and the Green Economy Calgary Hub Manager.

Ideal Start Date: As soon as possible

Term: 20 hours per week for 12 weeks (with a possibility of extension)

Compensation:

- **Salary:** \$25 / hour + 2.5% bonus on each sale
- **Bonus:** 7.5% based on total before tax earned revenue, for reaching sales targets

Location: Remote work opportunity, must be based in Calgary

Reports to: Senior Hub Manager, Alberta



What Does the Calgary Business Development Lead Do?

- Generating prospect lists of businesses, industry associations, and business support organizations within Calgary;
- Identify, and attend as needed, local and regional sustainability and/or business-focused events, and generate other opportunities or tactics we could consider to reach new business prospects;
- Directly connect with prospects via email and telephone to advocate for Green Economy Canada's services to develop warm leads and secure new members;
- Follow up with leads and schedule pitch meetings for Hub staff;
- Participate and lead in pitching prospective new members, and;
- Follow up with prospects after pitch meetings to support the coordination of next steps including sending quotes.

What We Hope You Will Bring

We recognize that potential candidates may not apply for a position if they don't hit every single criteria included in the job description—particularly members of underrepresented groups. Even if your experience doesn't necessarily check off all the boxes below, we still encourage you to apply, and promise that your application will receive a review from our team. We also know that a resume can only show so much at this stage, so we encourage you to share more about yourself. For example, if you've made career transitions, you're self taught in a new role, or you have skills/experience you'd like to highlight, we want to hear more about what you could bring to this role, and to our organization.

- **Based in Calgary with an understanding of Calgary's local business and community landscape, as well as, the value in taking climate action.** Able to identify and bring key stakeholders to the table.
- **Experience building relationships** and able to act as a trusted ambassador and spokesperson for Green Economy Canada.
- **Exceptional interpersonal skills**, with an ability to listen well and work collaboratively with team members to support a caring, productive, and positive work dynamic. You are comfortable working both independently and remotely, with an ability to form strong collaborative relationships.
- **Conscientious and detail-oriented** with an ability to effectively plan and manage multiple priorities, be proactive, and build trust that work is completed with quality and care.

- **Strong project management and organizational skills**, with demonstrated success in managing a business development pipeline from prospecting to closing sales.
- **Critical and strategic thinking** skills to identify opportunities to grow Hub membership.
- **A learning and resourceful mindset** to help find solutions to challenges while growing your knowledge and skills and Green Economy Canada's capabilities. Strong comfort with navigating ambiguity.
- **Receptivity to feedback** to learn from experiences and thoughtfully integrate those learnings to achieve stronger outcomes in the future.
- **Excitement for working in a small but innovative non-profit with ambitious sustainability goals.** You enjoy having diverse but focused work, a flexible and evolving working environment, and opportunities to learn and grow alongside wonderful people.
- **Relevant work experience (3 years) or formal education** in sales, business development, account management, or a related field.

How To Apply

Please tell us a bit about your interest in this role and send a resume to the attention of Joshua Buck, Senior Hub Manager, Alberta using this application [link](#). Please send any questions about the role to hr@greeneconomy.ca. Interviews will be conducted on a rolling basis starting the week of January 20, 2025 and will continue until the position is filled.

Please advise if you have any accommodation needs - we are committed to ensuring you can participate fully in the recruitment process. We sincerely thank all applicants, however, we will only be able to personally contact those selected for an interview.

Green Economy Canada is an equal opportunity employer where a diverse mix of talented people do their best work because of, not in spite of, our differences. We are committed to providing an inclusive and welcoming environment for all staff, volunteers, members, subcontractors, and vendors in all our activities and operations, regardless of race, colour, religion (creed), gender identity, gender expression, age, national origin (ancestry), dis/ability, marital status, or sexual orientation.

What's it Like Working at Green Economy Canada?

At Green Economy Canada, we seek to blend the nimbleness and autonomy of a small team with the influence and opportunities afforded to a national network.

- We are bold, ambitious and optimistic. Our vision is for an economy that makes environmental sustainability, human well-being, and business success synonymous.



- We care about what we each accomplish, not where we work from or how many hours we put in.
- We want working together to feel effortless and the ways we work together to be intuitive.
- We embrace innovation: we're willing to take risks, we know we'll make mistakes along the way, and we push ourselves to apply what we learn each time. At Green Economy Canada, it's okay to fail.
- We have fun, enjoy working together, and laugh often.
- We're not satisfied with the status quo: we don't think "because that's how it's always been done" justifies a course of action. We challenge each other, think critically, and strive for objective decision-making.

Our Manifesto:

Now is the time to transform business-as-usual. From the climate crisis to vast social inequalities, we know the status quo isn't working. Together, we can change this.

It takes all of us – every business and organization across Canada – to seize this moment. It's a matter of rethinking what we do and how we do it, and working together to make it a reality.

Green Economy Canada sees what's possible.

Our network is a place for leaders who are ready to challenge the status quo and make the transition to a vibrant and inclusive net-zero future.

It's a journey we will take with you.

It starts with listening and understanding what can be done differently. It means providing the guidance, tools, and connections to help you succeed. It accelerates when businesses, non-profits and governments join forces. And it ends with seeing how we can do more together than alone.

So, join us, and let's make business better, together.

