

Job Description for Client Acquisition Consultant

Organization

Day of Adaptation is a not-for-profit foundation based in Haarlem that uses fun group activities to empower people and organisations to understand, accept and commit to climate action. It has developed and implemented two dynamic programs, and achieved positive results with clients such as ABN-AMRO, University of Groningen and the Municipality of Rotterdam. The foundation has also adapted to the pandemic by holding activities online and using mega-sized equipment outdoors. For more information about Day of Adaptation, please see dayad.org

Day of Adaptation is ripe for exponential growth, and we are seeking a client acquisition consultant on the marketing team to effectively engage with prospective clients to achieve targeted impact and revenue.

If you become our new colleague

- Analyzing, differentiating and converting clients from prospects
- Calling prospective clients and engaging with them to organize activities
- Ensuring that the client information is maintained and updated in system
- Conducting market research and keeping up-to-date with the knowledge of the market
- Ensuring high customer retention through customer service and relationship

Your profile

- Experience of Client acquisition and sales
- Experience of working in corporate social responsibility sector with diverse industries
- Have very strong written and verbal communication skills in English and Dutch
- And of course you have a heart for climate change or sustainability

We offer

- An exciting and challenging position in a small, enthusiastic team in the Netherlands and collaboration with colleagues in other EU countries
- An appointment as of 30 June, or as soon as possible thereafter
- An average of 8 hours per week for 6 months with possibilities for extension
- Compensation depends on your experience and marketing results with a maximum of € 550 gross per month as a base, based on 8 hours per week

Interested individuals are invited to send questions and/or expressions of interest to talent@dayad.org

