

WILDERWAY

Are you excited at the prospect of joining a passionate, innovative and business-minded team working to make Europe a wilder place? Are you keen to use your skills and experience to enhance rewilding impact in Europe at scale, based on revenue generated through the carbon and nature credit markets? If so, we might have the ideal job for you.

Account Manager

Wilderway

Wilderway is working to deliver investable nature restoration, by developing landscape ecosystem restoration projects aligned with rewilding principles, financed through the sale of high quality, high integrity carbon and nature credits. Our pipeline is strong, with projects at various stages of development - from feasibility studies, land contracting and carbon and nature credit development, right through to contracting multiple (corporate) credit buyers. We work with experienced local partners who are specialised in delivering nature restoration on the ground.

We are looking for a passionate and dedicated Account Manager to support the growth of our client portfolio and to assist in these key client relationships.

Role

The Account Manager will be responsible for supporting the development and management of key client relationships with the buyers of carbon and nature credits. The position will require a mix of client identification and sourcing, existing client relationship management, and strategic development to ensure alignment between the demand and supply side of the credit system.

This role will require close collaboration with Wilderway's internal teams, including business development, carbon credit development, impact monitoring and project implementation teams, to ensure client satisfaction, timely delivery, and the achievement of project objectives to (corporate) buyers. The Account Manager will report to the Managing Director and work in partnership with the commercial and operational teams.

Main responsibilities

Business Development & Expansion

- Market analyses, keep track of corporate sustainability developments and commitments to nature and relevant carbon and nature credit platforms
- Identify and develop new (corporate) client opportunities
- Collaborate on proposals, presentations, and contract negotiations
- Developing applications for tenders and client requests for the procurement of carbon and nature credits

Client Relationship Management

- Develop and maintain strong relationships with (corporate) clients and credit platforms
- Serve as the primary point of contact for updating, reporting, client enquiries and concerns
- Ensure client expectations are managed and met, providing a high standard of customer service throughout the lifecycle of the projects

- Oversee and manage the delivery of credits for clients, ensuring on time and within budget

Reporting

- Align clients reporting requirements with the Wilderway's impact monitoring framework
- Support development of Wilderway's dashboard and data management to fulfil client's demands
- Ensure proper documentation and record-keeping of all client interactions, contracts, and agreements

Knowledge and Experience

- Passionate about Wilderway's mission: a strong commitment to nature restoration, climate change mitigation, and the principles of rewilding
- Relevant experience: minimum of 3-5 years of professional experience in account management, business development or other commercial role
- Client-focused mindset: experience in managing client accounts and building long-term relationships
- Strong communication skills: proficiency in English (written and spoken)
- Organizational skills: demonstrated ability to manage multiple projects simultaneously, ensuring all deadlines and client requirements are met
- Environmental background: familiarity with ecological restoration, carbon markets, or related fields is an advantage
- Solution-oriented: ability to solve problems and address client concerns efficiently and effectively
- Proficiency with software tools: experience with CRM systems, project management software, and Microsoft Office Suite (Excel, PowerPoint, etc.)

Requirements

- Location: based in The Netherlands or UK (in proximity to London), with travel flexibility across Europe as required
- Permit to work in UK or Europe required

Remuneration

Wilderway offers competitive compensation packages, aligned with experience, qualifications, and the role's responsibilities. We are a dynamic, purpose-driven organization with an ambitious agenda and a commitment to both personal and professional growth for our employees.

Application

We invite all those interested in this position to submit a **motivational letter and CV before March 31** to timon.rutten@wilderway.com. Please include Account Manager Application in the subject line. All queries regarding this position should also be sent to this email address.