

PAY: \$120K

LOCATION:

Remote work. Home office is located in Arvada, Colorado.

DESCRIPTION:

PlanIT Geo provides leading consulting services and enterprise GIS software for urban trees, parks, and related green infrastructure asset management. We are seeking a Business Development leader to join our team. In this role you will work with a group of dedicated professionals to deliver innovative solutions to urban forestry clients in government, nonprofit, and campus sectors. We are a fast-growing company near Denver with employees around the U.S. and partners and customers around the globe. This is an exciting period in our company's growth, with plenty of opportunity to advance, lead, and grow along with us.

The ideal candidate will be a natural selfless leader, knowledgeable, bold, ethical, and passionate about nature, planning, technology, and growth. As a creative thinker, natural collaborator and life-long networker, you will amplify our vision, "Mapping the World's Urban Forests for a Greener Future", which drives us every day to provide high quality, mission-driven results and impact to our clients and the industry as a whole.

This is a new, unique position at PlanIT Geo to identify synergistic relationships and to build and expand upon strategic partnerships with state agencies, environmental consulting firms, and regional/national nonprofits including state urban forest councils toward larger "enterprise" business. It requires an inclusive, holistic, innovative, and multi-faceted approach to urban forestry project development. This means conceptualizing, scoping, and budgeting equity-centered, community-based, impactful work that incorporates technology, data analysis, climate resiliency, community engagement, and planning. The position will require coordination on opportunities between multiple internal teams (sales, consulting services, marketing, and executive leadership) and externally with industry and technology providers.

PRIMARY RESPONSIBILITIES OF THE POSITION:

- Develop projects involving geospatial analysis, tree inventory, assessment, and

management planning of urban forests, parks, and green infrastructure

- Proposal development, including vetting, writing, forming teams, and budgets to be tracked
- Facilitate inclusion of TreePlotter software products (INVENTORY, CANOPY) in projects in close collaboration with our software sales and development teams
- Maintain long-term relationships and a reputable network of industry contacts and partners
- Support operations and ensure client success through effective and accountable transition of new consulting projects to project manager, along with continuous client follow up
- Coordinate with marketing on digital strategies and content for measurable campaigns and events
- Able and willing to travel to and present at conferences, trade shows, workshops, etc.

REQUIRED SKILLS AND EXPERIENCE:

- 5+ years in a business development, sales, or operations in urban forestry, parks, natural resources conservation, urban planning, or the tree care industry
- Bachelor degree or higher in forestry, natural resources, sustainability, urban ecology, GIS, business administration, or related field
- Excellent communication, networking, presentation, and business relationship skills; great rapport with our staff, partners, and clients
- Proven ability to scope out and be awarded profitable, well-managed consulting, data, and technology projects
- Ability to develop new, innovative solutions to maximize the impact on real-world problems
- Proficient with Microsoft products and CRM for tracking/forecasting a healthy pipeline
- Clear understanding of federal, state, and local government funding and procurement processes including grants and MOUs

DESIRED SKILLS AND NICE-TO-HAVES:

- Thought leader with regard to industry trends, initiatives, key concerns, and opportunities
- Local government and private sector industry experience
- Familiar with mapping, GIS, heat analysis, and remote sensing concepts and technologies

- Experience with inventory/asset/work management software
- Knowledge of and experience with urban forest master/management plans and community engagement
- Understanding of ecosystem services function, value, and research tools
- Expansive network locally and nationally of clients and contacts in the sectors above

COMPENSATION:

Base salary commensurate with experience plus bonus/commission structure based on revenue goals. Company 401K, health insurance, HSA, and paid time off offered. Laptop, phone and data plan covered by PlanIT Geo as well as other reimbursable expenses. Flexibility to work remotely or from our main office in Colorado.

This position reports directly to the VP of Sales and will work closely on a daily basis with the CEO. If you are qualified and interested in applying, please send a 1-page cover letter and 2-page resume to EvanSims@planitgeo.com and IanHanou@planitgeo.com. Applications will be accepted through February 6th, interviews scheduled immediately, and a selection made ASAP. Start date is somewhat flexible.