

# Customer Acquisition Manager (SaaS)

Full Time Position

At Climate Zero we understand the barriers between businesses and net zero. We know that organisations need carbon accounting software that's accurate and easy to use with an experienced team behind it, including sustainability expertise.

We know this because we've been helping businesses measure and reduce emissions for more than 15 years via our parent company – Impact Sustainability. We're an Australian-based company with a strong history in sustainability and software for organisations both locally and overseas.

Our latest product, **Climate Zero**, launched in 2024 and is already operating in over 20 countries. It enables organisations of any size to accurately measure and report their emissions using a robust calculation engine built to global standards. Our platform combines activity-based and spend-based methods, and is complemented by **Climate Zero Learn**, a comprehensive, industry-informed climate literacy training program that supports organisations in their emissions reduction and sustainability strategy.

With mandatory climate reporting here to stay, it is a critical time to be working in this space and we are excited to be growing our purpose driven team.

Joining Climate Zero is more than just a job. We're passionate about climate action and committed to making the tools and knowledge for net zero accessible to everyone..

## About the role

As we enter a growth phase, Climate Zero is seeking an experienced and motivated **Customer Acquisition Manager** to expand our client portfolio across various industries such as Facilities, Education, Tourism, Construction and Professional Services primarily in Australia.

The primary focus of this role is **outbound sales and new client acquisition**. We're looking for a driven and proactive hunter who thrives on uncovering, pursuing, and converting fresh leads.

Reporting directly to our Managing Director, you'll not only lead Climate Zero's expansion but also shape our product and services through feedback and insight from prospects and new customers.

This is a senior sales role in a dynamic, fast-paced startup. You'll be instrumental in driving revenue by delivering measurable results in prospecting, conversion, and onboarding. Flexibility, initiative, and a collaborative spirit are essential—we all roll up our sleeves to support the business as needed.

## What does this entail?

You'll be working with a passionate, mission-led team focused on helping businesses transition to a net zero economy

Key responsibilities:

- Develop and execute outbound strategies to build a strong pipeline of qualified leads.
  - Own the full sales cycle, from cold outreach through to onboarding.
  - Engage mid-market and enterprise prospects across key sectors.
  - Craft strategic, tailored proposals that communicate Climate Zero's value.
  - Key Account Management – Building and maintaining strong relationships with clients and strategic partners.
  - Collaborate on the advancement of our business development, account management, and inbound marketing processes.
  - Represent Climate Zero at industry events and actively contribute market insights.
  - Support cross-functional projects and contribute to company-wide growth.
- Flexibility and a can-do mindset is critical.

## What we're looking for

You will be responsible for all new business sales and for the right person you will have an opportunity to become a leader building the sales and account management function within the business.

You are a passionate advocate for Australia's decarbonisation transition, driven to make an impact with technology. Your strong network and track record of success in outreach-heavy, consultative sales roles makes you a standout. You understand sustainability and carbon accounting, or you are a fast learner with a strong commercial mindset.

You're proactive, results-oriented, and comfortable operating at both strategic and tactical levels. You don't shy away from ambiguity, and you're energised by the chance to build something from the ground up

If you want to work in a supportive and purpose-driven organisation and you are excited by closing medium to long sales cycle deals within an evolving sales environment, we want to hear from you.

## Ideally you will

- Have 3+ years in B2B sales or business development with a strong focus on outbound lead generation and new customer acquisition.
- Have a proven ability to consistently hit prospecting and conversion targets.
- Enjoy prospecting through multiple channels, and driving deals from inception to close.
- Have a general understanding of decarbonisation and what carbon accounting is, or be willing to learn quickly.
- Be proactive, organised and a strong problem solver.
- Be a clear, persuasive written and verbal communicator with excellent attention to detail.
- Think in terms of customer value and communicate ideas in a compelling, outcome-focused way
- Have experience working with marketing to execute outreach campaigns and contribute to content such as blogs and web copy.
- Have experience in a startup or early-stage business where adaptability, teamwork, and self-direction are essential.

## Beneficial Experience

- Working in sustainability, accounting, or emissions reporting
- Working in an early-stage software / SaaS / technology company
- Studying, and/or learning on your own time about sustainability, decarbonisation. climate change & environmental policy

## Why work with us?

You'd be joining a small, fun and dedicated team, who are passionate about collaborating and making climate action accessible. We work flexibly, focus on the important stuff, and dedicate our time to getting on with the job.

**Salary** – We aim to benchmark salaries based on similar roles in Australia. Salary will be dependent on skills and experience.

**Diversity** – We're an entirely female-led business, and are passionate about uplifting women, people of colour, first nations Australians, and other underrepresented communities in tech. We know our climate solutions will be better if we have diverse people building them.

**Co-creation** – We don't believe in trying to fit people into pre-defined boxes. When we find amazing people who believe in what we're doing, we'll work together to design a job that fits both our needs.

**Work-life-balance** – Working here is about getting your work done, not clocking up hours. We respect that everyone has a life outside, and offer flexible work hours so you have time to do the things that fill your bucket.

**Location** – We are looking for Melbourne based applicants (although will consider other eastern state applicants for the right person) We work a hybrid model and aim to work together in our Albert Park office at least 2 days per week.

**Remote working** – We support employees desire to work remotely at a different location for a period of the year.

**Leave** – We offer flexible public holidays so you can celebrate the things that matter to you, alongside your standard annual/sick/parental leave.

**Training** – We know we can only grow as a business if we invest in our people. We'll support you to learn new skills that will help us achieve our vision.

**Team** – We are collaborative and aim to get together for strategy days every few months to talk about the future, outside of our day-to-day.

## How to apply

If you are interested in joining our team, we'd love to hear from you! To apply, email [hello@climatezero.app](mailto:hello@climatezero.app) with your CV (digital, social, or web – we don't mind!) and a short note introducing yourself, why you're excited about the role, and what's the most valuable thing you think you would bring to the team. Use the subject line "Customer Acquisition Manager".

We highly encourage individuals from First Nations, as well as diverse and underrepresented groups to apply.

*We are accepting applications on a rolling basis until we find the right person*