



Sales Associate

The Role

Your role is to establish and consolidate client relationships, particularly with captains, owners' representatives, yacht managers, brokers and other yachting professionals, and to communicate the value of [Yacht Carbon Offset's service](#) accurately, concisely and effectively. Success will be measured and rewarded based upon the completed transactions achieved.

You will need to work independently, but at the same time within the parameters of our high-quality service delivery. Opportunity and transaction information must be reliably and promptly shared through our Customer Relationship Management (CRM) system. To integrate effectively with our small team, and for sales support, it is expected that this role will be based in our office in Conwy, North Wales, with significant travel to events, meetings and outreach.

The Sales Associate role is customer facing, maximising our sales at every opportunity through phone, email, social media and face-to-face interaction. You'll naturally promote and embrace our environmental service, and we are sure that you will have fun along the way!

What We Offer:

- A base salary commensurate with your experience;
- Uncapped commission based upon profitable sales that you introduce;
- An entrepreneurial opportunity to become a key contributor in a small and growing, supportive international team;
- Training in our system and transaction procedures, and quick, non-bureaucratic decision-making;
- Base office location in Conwy, North Wales, with travel to superyacht-relevant locations;
- The chance to join, or continue in, the superyacht sector, a great community of professionals.

Key Responsibilities:

- Generating new business leads and following through to completed orders and repeat sales.
- Supporting the Managing Director in developing existing opportunity pipeline, client relationships and professional co-operations.
- Organising, for yourself and/or colleagues, visits to international superyacht locations (yacht shows, destinations, marinas, conferences etc.) to promote Yacht Carbon Offset's service to appropriate decision-makers and influencers.

- Supporting the Marketing & Communications Manager with the social media strategy to maximise outreach, including insightful content creation & sharing.
- Assisting the Managing Director and the Sales & Marketing team in the delivery and promotion of our clients' carbon offsetting activities.

Who You Are:

Fundamentally, you must be able to sell our specialised service. You are an energetic and outgoing individual, with a track record of delivered new business. You are a team-player with strong inter-personal skills and the willingness to travel regularly and for extended periods of time. Experience of Salesforce (or similar CRM package) and Microsoft Excel, plus competency with social media outreach. Knowledge of the superyacht industry (such as yacht crew seeking a shore-based role, or other yachting or private office professional) would be ideal, but not essential.

About Us

[Yacht Carbon Offset](#) is a leading environmental service company dedicated to advancing sustainable practices in the superyacht industry. Since our establishment in 2008, we have played a pivotal role in offering comprehensive carbon offset services to superyacht owners, captains, and management companies, helping them to navigate the complexities of environmental stewardship. With a focus on marine carbon offsetting, our expertise lies in mitigating the environmental impact of greenhouse gas (GHG) emissions within the superyacht industry and preserving cruising freedom for our clients.

For more information please contact us at enquires@yachtcarbonoffset.com



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