



Seeking Highly Experienced Leader for Farmer Sales Division

World Tree (www.worldtree.info) is a leading agro-forestry company focused on growing farming communities; and producing strong returns to our investor and farmer base. We are commercializing the Paulownia (Empress), the world's fastest growing tree. With 3000 acres of trees under management and over 150 farmers in its Eco-Tree program in the United States and Central America, World Tree will be expanding its operations significantly over the next five years by planting an additional 100,000 acres.

World Tree is seeking an outstanding individual to expand its farmer base in the United States. The ideal candidate combines strong sales expertise, with the management skills to lead our US team.

About World Tree

World Tree is an agroforestry company that works exclusively with Paulownia (Empress). World Tree works with farmers to grow Paulownia to hardwood maturity and then harvests and sells the lumber for mutual profit. The trees regrow multiple times after harvest. The goals of the company include: the drawdown of carbon thereby mitigating climate change; and, generating profits for its farmers and investors through the growth of a sustainable and regenerative hardwood lumber.

World Tree's mission is to elevate, educate, and innovate for the planet.

About the Position

The Company is seeking a dynamic individual to help design, develop, implement, and lead a robust and ambitious sales strategy for World Tree in the United States. This role is focused specifically on enrolling farmers in planting Paulownia as part of World Tree's Eco-Tree Program.

This is a critical and important role in the company. The successful candidate will lead our US Farmer Outreach team and report directly to the Chief Operations Officer. The successful candidate must:

- Enjoy all aspects of developing and implementing successful sales channels.
- Be professional with excellent inter-personal skills.
- Be a team player who loves working with people from diverse backgrounds.
- Be available to travel to farms in the SE United States.
- Lead presentations to farmers and lead community events.
- Love people and love trees.
- Look for the good in people.

- Be inquisitive, curious, and love to learn.
- Be completely aligned with World Tree's mission.

LOCATION: Southern USA (e.g. Alabama, Florida, Mississippi, Georgia)

Responsibilities:

- Developing a sales strategy to bring new farmers into World Tree's program, in alignment with the Company's goals.
- Leadership and management of the sales team.
- Sales calls and presentations with individuals and groups of farmers
- Visits to farmers.
- Ensuring accurate record keeping and sales funnel management.
- Assist in development of marketing content - working with the marketing team to develop effective outreach strategies.

Required Skill and Qualifications

The successful candidate must be highly motivated, independent, and adept at working collaboratively in a team environment.

- Two or more years of successful experience in sales, forestry, or farm sales - with a proven track record in producing results.
- Applicants with direct forestry experience and/or a degree in Agricultural Economics, Agriculture or Forestry, Environmental Science, Natural Resource Management or a related field is preferred but not required.
- Exceptional pro-active communication and negotiation skills are critical.
- Self motivated and self driven.
- Team player who works through consensus.
- Ability to work well in a fast changing environment meeting producing outcomes.
- Ability to work in a professional work environment with minimal support infrastructure.
- Excellent computer skills in Excel, Powerpoint and Word.
- Ease and comfort learning using new technologies.
- Strong writing, speaking and presentation skills in English.
- Ability to travel throughout the Southern USA.

Salary

Commensurate with experience and education. This is a full time position and World Tree offers a full benefit package that includes stock options.

Apply Now

Please send your resume and cover letter to:

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www.worldtree.info