



## Founders' Associate

- UK, remote team with office base available
- Circa £35-45k + share options
- Directly addressing the climate and nature crises

### About Verna

Verna builds software to help people manage land in the best way for the environment – enhancing biodiversity and drawing down carbon, whilst making sustainable returns.

We've raised over £2m funding from private investors, including Octopus Ventures, and the UK Government. Our first products are in the market with good customer engagement: ForestFounder helps landowners and policymakers unlock tree-planting opportunities, and Mycelia supports regulators to implement Biodiversity Net Gain.

### Opportunity

We are looking for a Founders' Associate to drive and support a range of important functions within the business – including, for example, sales, customer success, business development, and strategy.

You will work closely with the Co-CEOs, Rafi Cohen and Matthew Brown, who are committed to nurturing talented individuals and sharing their experience in nature, climate, and start-ups.

This is an opportunity to be an early team member at a fast-growing start-up, aiming to change humanity's relationship with the natural environment and help tackle the climate and nature crises. Your compensation will include share options, enabling you to share in the company's success.

We currently operate as a remote team, with everyone getting together in person roughly monthly. We have office bases available for team members' use, including through our place on the Geovation incubator programme.

Like ecosystems, teams are more vibrant, innovative, and resilient when they are more diverse. We welcome applications from everyone, and particularly people from under-represented groups of every kind.

## About you

We are looking for evidence of the below skills and ways of working. Above all, we believe that the desire and ability to learn quickly is more important than ticking every bullet point from this list.

- Desire and ability to learn quickly.
- Tenacity and resilience in pursuing goals and getting things done.
- Proactivity and use of initiative and creativity to unlock progress.
- Ability to create structure and identify ways forward in uncertain/ambiguous situations.
- Superb communication skills (written and verbal, in-person and remote).
- Ability to manage relationships, internally and externally, including with prospects and customers.
- Strong team player, including eagerness to collaborate and to both give and receive feedback.

We also expect all team members to share our mission to help address the climate and nature crises, and our belief that more diverse teams create better outcomes.

## To find out more and apply

To apply, please email [careers@verna.earth](mailto:careers@verna.earth) with the subject line “Founders’ Associate – Application”. Your email should include:

- Your CV.
- A short covering note (< 300 words) explaining why you are interested in the role and how you meet the requirements.
- A short answer (< 300 words) to the following question: *An initial objective in this role will be to design and implement a best-in-class approach to customer success for our Mycelia product. How would you go about doing this? (As context, Mycelia is a B2B SaaS product helping regulators to implement Biodiversity Net Gain.)*

We will consider applications and interview candidates on a rolling basis, until the role is filled.