



Marketing & Business Development Intern — Europe

About the Role

This is not a conventional internship. It's a rare opportunity for someone with exceptional potential to work directly alongside one of the most exciting people in the natural capital sector. Elena Doms is building Oxygen Conservation's presence across Europe — representing OC at high-profile events from Paris to Riyadh, and building the investor and landowner relationships that will grow our estate portfolio well beyond the UK. You'll work alongside her on all of it: logistics, content and outreach, but also real pieces of the work itself — sitting this close to actual dealmaking and investor relationships is something most interns never get near. It's varied by design: one week you're in the room for an investor conversation, the next you're deep in unglamorous admin that keeps it all running. No two weeks will look the same, and that's the point.

About You

You'll be working as a genuine partner to Elena in a small, high-trust team. Your ability to switch between engaging with people to leading logistics, and to keep pace when priorities shift at short notice, is what will make you brilliant in this role. We're looking for:

IMPACT

- **Confident Outreach:** You're happy introducing yourself to a stranger at a conference, or sending a cold email to a high-profile contact and following it up.
- **Clear, Professional Writer:** You can draft outreach and correspondence that lands well with senior people.
- **Attitude Over Experience:** Direct marketing or events experience isn't required — we're looking for potential and attitude over job titles on a polished CV.

ENVIRONMENT

- **Mission-Connected:** You're genuinely curious about natural capital and nature finance, and excited by what OC is actually restoring on the ground — not just the deals that fund it.

ADVENTURE

- **Opportunity to Travel:** You'll attend events across Europe and are comfortable being given real responsibility fast.
- **Curious About AI:** No need to already be confident with AI tools (we'll support you!) but a willingness to use them to work faster is a must.

TOGETHER



- **Adaptability:** This week's focus will change, maybe multiple times. This is not the role for you if you want a roadmap set out months in advance.
- **Equally Game for Either Day:** You can move between an exciting day (a major event, an interesting new contact) and a mundane one (working through a hundred LinkedIn messages) without losing enthusiasm for either.

You might have skills in some, but not all, of the areas above. Whatever your background, if you think you can make a real contribution to what we're building, we'd love to hear from you.

KEY RESPONSIBILITIES

- **Content Calendar:** Own the Nature Premium bulletin and OC's content calendar, from sourcing contacts to deciding what goes out and when.
- **Events Pipeline:** Build and run OC's pipeline of European events and speaking opportunities, tracking the right conferences and pitching Elena as a speaker.
- **Event Briefings:** Prepare the briefings that mean Elena walks into every event knowing exactly who to meet and why.
- **Lead Qualification:** Identify and qualify the right investors, partners and leads to bring into Elena's pipeline.
- **Meeting Preparation:** Research prospective contacts ahead of calls and meetings, and join where useful.
- **Relationship Follow-Up:** Own the follow-up after key meetings, the notes, action items and next steps that keep relationships moving.
- **Calendar & Logistics:** Keep Elena's calendar, travel and logistics running so she can focus entirely on the relationships that matter.
- **Correspondence:** Draft correspondence, including invitations to some of the most influential people in natural capital.

About Us

Oxygen Conservation exists to prove that conservation and commercial success aren't in tension; they depend on each other. We're scaling towards 250,000 acres under stewardship by 2030, funded by investors who believe nature can be restored and made to pay its way. That means moving fast: raising capital, buying and restoring land, and building a natural capital finance model few others are attempting at this scale. Europe is the next frontier in that story, and this role sits right at the heart of it.

Key Information

- **Location:** UK-based. This role is not based in Europe; travel to Europe for events is part of the job, not the base location



- Employment type: 3-month Fixed-Term Contract, with the possibility of extension into a permanent role
- Salary: £26,500 (pro rata)
- Closing date: 6 August 2026