



City Sales Intern (Denver, Eugene, New York, Pittsburgh)

Cambium Carbon is a [fast growing Forbes 30 under 30](#) early stage circular economy startup reforesting America by enabling local wood economies. Cambium Carbon works with cities and other public & private partners to save fallen city trees from landfills, turn them into their best use, and channel revenues into planting projects. We do that by creating “Reforestation Hubs” — a model [recently featured by the World Economic Forum](#). Cambium Carbon believes in building a sustainable urban forestry system that creates jobs, supports local economies, and fights climate change.

Urban wood sales fuel Cambium Carbon’s impact engine—from low value mulch and firewood, to higher value furniture and statement pieces. As City Sales Intern, you will support market research, stakeholder engagement, and data analysis in a partner city (New York, Denver, Pittsburgh, or Eugene) as we build out our pilot projects. The ideal candidate will be available part-time (10-15 hours a week) from January 4 through April 2.

To apply, please send a resume and cover letter to theo@cambiumcarbon.com with the subject line: “City Sales Intern_[INSERT LAST NAME]”

Responsibilities

- Understand and communicate Cambium’s work, mission, and vision
- Research and reach out to potential urban wood buyers
- Establish and build relationships with local partners
- Support research and development of an urban wood supply chain
- Develop Cambium’s sales pipeline and fulfillment in partner city

Competencies

- Creative problem-solver comfortable with ambiguity and change
- Passionate about supporting an innovative business model that creates jobs, supports local economies, and fights climate change.
- Strong research and analytical skills; experience with basic financial modeling and case study analysis preferred
- Comfortable with networking and relationship-building
- Able to thrive in independent, unstructured environment
- Excellent written and verbal presentation skills

- Proactive approach to work - doesn't wait to be told what to do
- Familiarity with New York, Eugene, Pittsburgh, or Denver a plus

Diversity: Difference Builds Resilience

Cambium Carbon is committed to building an inclusive organization that reflects the diverse communities our team works to serve.

We believe that diversity in all its forms (gender, race, ethnicity, age, sexual orientation, religion, veteran's status, disability and more) is essential to imagining and actively building a more just and sustainable future for all. We also actively promote diversity outside our organization, through the partnerships we enter into and the business decisions we make.