



## Creating Economical Solutions for a Sustainable Future; on Earth, and on Mars

**TITLE:** Business Development Manager

**REPORTING TO:** CEO

### **WHY YOU?**

You want to change the world and looking for tangible ways to make an impact. You are passionate about our mission: *Creating Economical Solutions for a Sustainable Future*, and you describe yourself by our core values:

- *Customers first*
- *Go big or go home*
- *First principles and multi-disciplinary approach*
- *Yes and...*
- *Sustainable, practical, and economical solutions*
- *Take comfort in being out of our comfort zone*
- *Grow together as a team; with respect and humility*

We are a small team that leverages our unique science via impactful projects that are essential to a sustainable future for humanity. As an early member of Cemvita Factory, you'll have the unique opportunity to build the infrastructure for applications of our technology while shaping the direction of the team and the company.

### **KEY ACCOUNTABILITIES:**

- ✓ Take the lead on developing and pursuing sales opportunities
- ✓ Develop workflows for customer accounts
- ✓ Execute the company's CRM system
- ✓ Contribute in the development of the business development organization
- ✓ Serve as an example for the company values

**LOCATION:** Houston, Texas

**COMPENSATION:** Stock options and competitive base salary

### **SKILLS:**

- ▯ B2B sales: 50%
- ▯ Account management: 50%

### **BACKGROUND:**

- ▯ 7-10 of experience in the chemical and petrochemical industry
- ▯ 3-5 years of experience in business development
- ▯ BSc. Is required and MSc. is preferred
- ▯ Prior startup experience is not required but preferred
- ▯ Multidisciplinary background is preferred

Please send your resume and cover letter to [info@cemvitafactory.com](mailto:info@cemvitafactory.com) with the title "BD Manager"