

## Business Developer

### Job description

#### About ProteinDistillery

ProteinDistillery is a food-tech start-up which is creating a new generation of clean and sustainable proteins for food companies. We envision a happier, healthier future through an irresistible change in the food system with vegan alternatives which are delicious and free of additives. ProteinDistillery is a venture-backed, fast-growing company. Our team consists of highly skilled entrepreneurs and scientists who bring real innovation to life. Our common thread? A passion for challenging the status quo and transforming the food industry.

#### The Role

We are looking for a passionate Business Developer (m/f/x) who can support cross-disciplinary projects with our customers. You are supporting our diverse team with a background ranging from business to food science and bioprocessing. You are the ideal candidate if you share our vision and values to shape a better future. As we are in hyper-growth mode, there is a lot happening and support for a variety of projects is critical.

#### Responsibilities

- Optimization of the sales and communication strategy in close cooperation with our product team
- You win and inspire potential customers for the ProteinDistillery solution and accompany them from the first meeting to the successful conclusion of the contract
- Support for existing customers and development of additional customer potential
- Continuously optimize internal processes & workflows in our CRM software
- Learn about the food industry, in particular alternative protein, and be a part of defining ProteinDistillery's place in the market
- ...and more!

## Job requirements

### Qualifications and traits:

- A minimum of 2 years' relevant experience in business or technical field in the food industry backed by a relevant degree
- Driven, hands-on, a fast learner, and most importantly, eager to have an impact wherever there is a business need
- You are goal-oriented and a problem-solver who thinks outside the box and works proactively
- Comfortable working with a diverse group of people, excellent communication and interpersonal skills with a good level of emotional intelligence
- Fluent in English and German
- You have a degree in a relevant field such as food science or business and you are incredibly interested in alternative food solutions

### Why ProteinDistillery?

- Explore the unknown and take responsibility for your projects
- Work for something truly meaningful and experience what purpose-driven work feels like
- Be part of the sustainable food revolution and work for a disruptive technology that will change the world of food
- Join a diverse team of top-notch experts with a variety of backgrounds and interests
- Regular team events, individual coaching, and many other benefits

### Does that sound like a job for you?

Apply now and send us your cover letter, CV and references (German or English) to [bewerbung@proteindistillery.com](mailto:bewerbung@proteindistillery.com).

We look forward to hearing from you.