

Sales Representative (m/f/x) as of September 2024

Mycrobez, a Basel-based clean-tech startup, is revolutionizing the packaging- and construction- industry by supplying a price-competitive and completely biodegradable material-alternative to Styrofoam®, Medium-density fiber boards, and plastics: mushroom-based composites (mycelium composites). They achieve this with their innovative bioprocess and by automating the whole production process. Mycrobez is in collaboration with many renowned research institutes and universities, as well as with a multitude of globally leading companies in their respective fields, and is supported by the «Migros Pionierfonds». The growing

diverse team of 18 motivated and curious people aims to achieve their goals by operating out of their custom facilities in Basel.

As a Sales Representative at Mycrobez, you will play a crucial role in driving our business growth by identifying new business opportunities and building lasting relationships with clients. You will be responsible for promoting and selling our products and services to potential customers, meeting and exceeding sales targets, and contributing to the overall success of our sales team.

key responsibilities

- Prospect and qualify potential customers through strategic outreach and lead generation.
- Conduct product and service presentations and demonstrations to showcase the value proposition to clients.
- Develop and maintain strong relationships with existing and new clients to ensure customer satisfaction.
- Collaborate with the sales team to achieve individual and team sales targets.
- Stay updated on industry trends, market conditions, and competitor activities.
- Prepare and submit regular sales reports, forecasts, and other documentation as required.

requirements

- Proven experience in sales.
- Excellent communication and interpersonal skills.
- Ability to build and maintain strong relationships with clients.
- Self-motivated, goal-oriented, and able to work independently.
- Strong organizational and time-management skills.
- Knowledge of foam industry is a plus.
- Bachelor's degree in Business, Marketing, or a related field is preferred.

At Mycrobez, we foster a culture of creativity, empowered work, and self-development. We believe in the power of interdisciplinary collaboration to drive impactful change and contribute to the transition to a circular economy. Our team of 18 young individuals from diverse backgrounds share a passion for using cutting-edge

biotech technology to develop sustainable solutions. We are convinced that sustainable change is only possible in the long run if it is economically viable, and we strive to achieve this through innovation and automation. Join our team and help us create a better, more sustainable future.

If you are interested or have further questions use the link or the QR-code below:
https://form.asana.com/?k=5RCv5UO7BvboRtim_ttERw&d=1200949292579463

