



## **Sales Manager**

**Reporting to: Managing Director**

**Salary:**

**Package: To be negotiated**

Holiferm invites applications from inspired, innovative and outstanding individuals for a full-time role.

Holiferm is facilitating the transition of the \$36 billion surfactant market away from harmful, oil based chemicals to biobased alternatives.

Holiferm recently completed the build of its pilot facility, launching tonne scale production of sophorolipids and is working with multiple industrial partners to take the product to market. Before this position will start, Holiferm will have completed the fundraising for our first 1100 tonne a year manufacturing commercial sophorolipid plant. Holiferm is expanding its focus beyond sophorolipids and developing processes to produce additional biosurfactants in collaboration with external market facing partners. This role will be key in enabling Holiferm to transition to a successful industrial producer at commercial scale first for sophorolipids, and then other biosurfactants.

We offer a competitive flexible pay package and benefits to attract incredible team members to join the Holiferm family, as we understand people have different circumstances.

We are looking for people who believe in making a difference in the chemical industry, who believe in change and want to make a meaningful impact in the chemical sector and the environment.

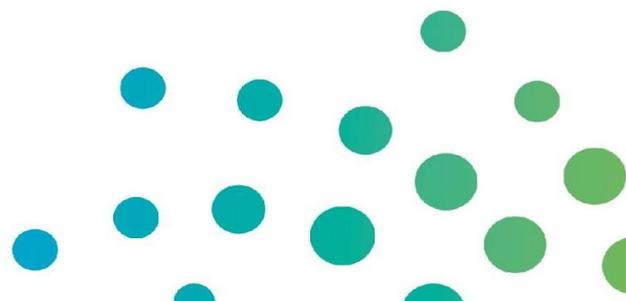
### **Key Responsibilities**

The successful candidate will be responsible for developing and maintaining new and existing customer relationships and promoting our ethos of the customer comes first.

Holiferm are offering an excellent opportunity for an early career candidate wanting to make the move from technical to commercial role, ideally with a background in surfactants/chemicals/bio-surfactants.

The Sales Manager will take responsibility for developing a new sales funnel and keeping contact with our current partners while managing incoming orders and ensuring orders are sent.

This position will preferably be based in Manchester, a role in Daresbury or Wallasey could be considered.



**Role description:**

- Main focus on direct customer sales and account management
- Maintain and update a CRM to ensure customers connections are confirmed
- Build and develop an active pool of global customers
- Execute sales strategy to take biosurfactants to market.
- Gain and secure pre-orders for our 1,100 tonne a year biosurfactant plant with stretch targets of 3,500 tonnes a year
- Maintain and build customer relationships to grow relationships with the company.
- Feedback market drivers to the MD and CTO for commercially lead product development
- Work with manufacturing operations to ensure product is available to customers when required.
- Maintain working relationships with all other staff to ensure effective co-ordination of all company activities in support of corporate objectives.
- Other tasks as required by your manager.

**Knowledge skills and experience required**

- Has a “Can do” and “positive” attitude
- A degree or equivalent and relevant professional qualifications
- Significant industry experience
- In depth knowledge of diverse business functions and principles e.g., supply chain, customer service etc
- Thorough knowledge of the company and its products and processes
- Analytical skills to evaluate data and performance/operation metrics
- Excellent inter-personal and negotiating skills
- Excellent organisational and leadership abilities
- Excellent time management skills
- Excellent decision-making skills
- Hands on experience
- Prepared to get their “hands dirty”

**Desirables:**

- Experience working in a fast paced start-up environment
- Has a passion and drive in making greener products
- Experience with fermentations and/or surfactants
- Previous experience in Agriculture, Household or I&I markets

