

huue.

Huue is a Melinda Gates-backed synthetic biology company creating the next generation of colors for the industries – food, cosmetics, textiles – that are integral to a sustainable future, starting with the indigo for dyeing your jeans. We're growing our first-class team with new members equally excited about building something new, bringing our novel non-toxic dyes to scale, and disrupting an industry.

Job Title: Head of Business Development
Location: Berkeley, CA
Remote: Flexible (hybrid preferred)
Travel: Travel to conferences and partners (~30%)
Summary: The Head of Business Development will be charged with growing existing partner relationships, overseeing the launch of Huue products to market, and shaping the future commercial growth of the company in the textile market and beyond.

Responsibilities:

- Develop and implement near and long-term commercial plans and strategies
- Establish and manage a variety of relationships with key stakeholders and customers consistent with company strategy, with an initial focus on the textile market
- Conceptualize deal terms and structure term sheets, conducting deal, scenario, and financial analyses to support proposed terms
- Oversee agreement development in collaboration with legal for all transactions with high comfort reading detailed contracts
- Collaborate cross functionally with CEO, manufacturing, and technology leaders to ensure prioritization and successful delivery against contracts and goals across the entire development and commercialization process at Huue
- Confirm and drive delivery against product requirements, key claims, regulatory needs, and cost targets based on research and analysis of the market
- Create education materials to support business development process
- Represent the company during industry conferences to grow customers and understand trends
- Manage primary and secondary market research to evaluate new product opportunities
- Work with scientific team to define new product strategy and develop R&D collaborations

Qualifications:

- 10+ years business development experience in textiles or other consumer-facing industry
- Bachelor's degree and preferably a master's degree in business, engineering, or science field
- Track record of launching and commercializing ingredient products, particularly those that integrate into existing manufacturing supply chains, with eye towards full scale production
- Comfort owning, driving, and closing projects from inception to negotiation to execution
- High level of emotional intelligence combined with experience interpreting technical information
- Skilled communicator able to motivate a variety of internal and external stakeholders
- Analytical and organized leader with sound business judgment; must be able to prioritize projects to manage both current relationships and potential future deals
- Strategic thinker who can help chart the course and translate plans into actionable, value-creating results for the company
- Energetic, resourceful self-starter with high integrity and collaborative mentality
- Knowledge or experience in precision fermentation, biomaterials, or biochemistry preferred

Fit:

- Excited about building early-stage startups in a dynamic, multidisciplinary team environment
- Mission-driven and passionate about sustainability
- Committed to building and contributing to a strong, authentic, values-led team culture