

MYCOTEX is a fast-growing international startup that is developing a ground breaking automated seamless manufacturing method allowing for custom-made products made from home compostable biomaterials (starting with mycelium). We are transforming the fashion industry by offering a holistic high-tech solution for the entire supply chain.

Our management team should be further strengthened by a third member with extended experience on general and strategic management, preferably coming from a corporate background in the fashion industry. As such, we are looking for an:

Experienced Sales and Business Development Manager who wants to make a lasting impact in sustainable fashion

Your main focus will be sales and the execution of the international business strategy for MYCOTEX.

Job responsibilities (include but are not limited to)

- Attract and approach clients for MYCOTEX (fashion and interior)
- Managing contact with brands, correspondence, project management/CRM integration
- Optimise partnership criteria, customer and growth strategy
- Validating the envisioned business model with potential clients
- Guiding negotiations and contracts with customers and partners
- Acting as sparring partner of the CEO on improving business operations
- Active contribution to the development and growth plans as part of the business strategy
- Identifying, mapping and reducing external risks
- Brand positioning, PR and marketing activities

Job requirements

- Master's degree in business, economics, management or similar
- Several years of management experience, preferably in an international fashion related environment
- Organised, yet flexible personality that will thrive in the volatile daily practice of a fast-growing startup where everyone is willing to incidentally take on tasks that are outside of their job description if the situation requires that
- Good communication and negotiation skills, deal-making experience
- Strategic and analytical thinking
- Entrepreneurial mindset with ability to question the status quo
- Clear spoken and written communication in English (Dutch is not mandatory)
- Ability to travel abroad
- Ability to work in Amersfoort, the Netherlands (and in possession of a work permit if applicable)

Our offer: full-time, yet fairly flexible (40 hours)

- An exciting and challenging job at a fast growing startup working on the forefront of fashion innovation
- An opportunity to contribute to the development of a sustainable fashion industry
- An opportunity to make the job your own
- Informal setting within a small team where your input is vital for the progress of the company
- A multi-disciplinary and inclusive work environment where people of diverse backgrounds, lifestyles and nationalities love working together
- Flexibility with regards to working location, can be partly remote or from home

JOB OFFER

MYCOTEX
BY NEFFA

Interested?

Please send your motivation letter, relevant experience and resume in an email to mycotex@neffa.nl

More information on MYCOTEX can be found on www.mycotex.nl

For questions please contact Aniela Hoitink via mycotex@neffa.nl and mention questions in the subject.

About MYCOTEX

MYCOTEX is the groundbreaking automated seamless manufacturing method allowing for custom-made products made from compostable mushroom roots (mycelium). We solve major issues in the fashion industry: reduce cost, waste, and labour intensity of cut & sew operations; replace plastics and leathers with compostable materials and improve the comfort and fit of fashion products. We are determined to grow the future of fashion by creating the ultimate personalised garment for mass production, and we are on a mission to revolutionise textile materials and production techniques. We believe that changing the way we produce our clothes will have a greater and more immediate impact rather than trying to change consumer behaviour.

MYCOTEX has been granted different awards and grants, with the Global Change Award in 2018 and the GEC Textile Award in 2022 being the highlights. By joining us now, you will have the opportunity to be part of the first team members and set the basis for the success of the company.