



Clean Textile Innovation

Job Title: Senior Sales Executive (Full-Time)

About Us

Algaeing™ is a venture-backed, bio-innovation company in the textile industry with a mission to transform industries into eco-positive. Driven to detoxify the textiles we surround ourselves with, we developed a patented, award-winning algae-based scalable solution for manufacturing fibers and dyeing fabrics.

We believe in “triple good solutions” to manufacturing; good for the industry, our planet, and our bodies. At the core of what we do and why we do it is our passion for innovating in ways that allow both large and small brands and manufacturers to be a part of the change towards a cleaner, healthier future. We foster a culture of creativity, inclusivity, and innovation with the goal of developing scalable solutions to combat climate change.

About the role

We are a small team of doers, and we are looking for a candidate who is passionate about sustainable innovation, is solution oriented, is eager to create effective sales strategies/close deals and understands the inherent nature of working at a startup.

The ideal Senior Sales Executive has in-depth knowledge of and experience with the sales process of chemical industries in a variety of sectors, especially textiles, paint and more, and excels at lead generation, relationship building, and closing deals. We are looking for a candidate with deep industry experience and network in the fashion and textile space. Ideally with experience in selling to fashion brands and textile manufacturers and familiarity with textile manufacturing in the fashion industry. The candidate must have strong negotiating skills with a track record of success, and can inspire the same in others. The role demands a leader with a sharp mind and an ability to coach, advise, motivate sales representatives to build and maintain a high-performing team.

Algaeing is an inclusive company: we empower our employees to be themselves and embrace diversity in all forms, celebrate our differences and treat each other with equity and respect.

The candidate will:

- Will report to the CEO, and work closely with Chief of Staff and Product Manager to create sales strategies and define market opportunities
- Represent Algaeing in a professional manner with a comprehensive understanding of our products
- Research customer needs and identify how our solutions address them / where gaps are
- Achieve sales objectives by planning effectively, setting KPIs, analyzing performance data, and projecting future performance
- Generate leads, and establish and nurture customer relationships

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- Hire, train, motivate and advise a team of sales representatives
- Be excited to work in a startup environment and take ownership of the sales division
- Represent the sales division to existing and new investors on calls, pitches and emails

Requirements and skills:

- Create and execute a strategic sales plan for multiple industries, such as textiles, hygiene, and packaging that supports our current customer base and expands our reach
- Manage our customer database to keep records of sales, opportunities and activities up to date
- Create proforma and commercial invoices
- Manage independent sales reps and distributors to ensure KPIs are being met
- Set sales targets, report weekly on progress and execute on planned goals
- Meet with prospects and grow long-lasting relationships by understanding their needs
- Build and maintain profitable relationships with customers
- Track, analyze, and communicate key quantitative metrics and business trends as they relate to partners and customers to team
- Collaborate closely with our CEO to refine our messaging and proposition to our target audience, providing insights and feedback
- Recruit sales people as needed, set objectives, train and coach, and monitor performance to ensure that assigned tasks and responsibilities are fulfilled
- Identify knowledge gaps within the team and develop a plan to fill them
- Manage the day-to-day sales process, along with month-end and year-end close processes
- Have meetings with the leadership team and create reports to update progress

Qualifications:

- 5+ years of managing sales within the fashion and textile industry
- Proven record of success with the entire sales cycle, from planning to closing
- Excellent communication, interpersonal, presentation and organizational skills
- Understand the importance of branding for ingredient brands - particularly in the fashion, paint, auto and chemical industries
- Experience and passion for selling sustainable and innovative materials
- Superb leadership ability
- Ability to travel at least 20% of the time internationally
- Experience setting and implementing sales strategies

To be considered for this opportunity, please email Franka Godina at office@alga-lif.com with your resume and cover letter. We look forward to hearing from you!