



## POSITION PROFILE

Sales Manager



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Founded in 2017, CuanTec is a ground-breaking biotech company ready to help make incremental changes that positively impact the world we live in. CuanTec's scientists have developed propriety technology to biologically separate Chitin, proteins, minerals and lipids from shellfish and other chitin sources. The Chitin is further refined into more valuable Chitosan.

CuanTec is targeting a rapidly growing market for Chitosan due to its multiple uses across multiple valuable categories. At the same time, it continues to develop added-value products derived from Chitosan, with its internal research and development resources and, in collaboration with external partners, using the biodegradable, high-end biomedical attributes of chitosan.

The company wants to leverage its know-how to create a viable, circular business with the well-being of our planet at its core. It is confident that, with a high demand for its product in a market with limited supply, it can create a rapidly growing and valuable business. This success in 2024 will lead to a planned and ambitious expansion by end 2024.

The business is currently pre-revenue and is about to embark on an exciting new chapter as it prepares for production to begin at its first factory in Glenrothes in early 2024. CuanTec's ambition is to expand rapidly through further investment to exploit the market for waste-based sustainable, biopolymer-based products.





CuanTec is seeking a Sales Manager to help grow the business in its current and future product segments and markets. The post-holder will work closely with the Executive Management team (the CEO, the Technical Director and the Operations Director) to generate sales, opportunities for co-development of future products with potential partners, and bi-lateral licensing opportunities.

Do you want to work in the rapidly-growing Biotech sector? Can you sell? Have you got the experience to sell innovative, leading-edge and very high-quality chemical products into the biomedical, medical, food grade and advanced agricultural categories? Do you have the motivation to be in a company on the verge of huge expansion in terms of manufacturing, products, people? If this sounds exciting, we want your skills and energy.

## Objective of the Role

- To sell Chitosan flake/powder/granules to Chitosan processors and manufacturers of products containing Chitosan, with a specific target to the high-value chitosan-using B2B segments: biomedical, medical devices and food contact, as well as more-lower value/higher volume agricultural and industrial
- To sell Chitin and Chitin/chitosan-based innovations, as they are developed, into the market

## Key Tasks and Responsibilities

- Generating leads and closing sales of chitosan-based formulations for anti-microbial and compostable packaging products in the form of stand-alone films or coated natural packaging materials (i.e. coatings)
- Direct interaction with all customers to ensure the ongoing sales of products
- Generating leads and working to promote sales of chitin-/chitosan-based products in various segments including biomedical, battery, and drug delivery applications as the business expands its markets
- Collaborating with customers to determine their product needs, and with colleagues to manage the development and delivery of products with good value propositions
- Generating and managing sales charts and reporting progress against these



## A summary of the key candidate requirements are as follows:

The role will be based in the UK, with at least 1 day onsite (1 hour north of Edinburgh) in Scotland every month. Team engagement will be via regular weekly video/telephone meetings with management team. The candidate is expected to be physically visiting potential customers to create, build and maintain customer relationships.

- You will need to demonstrate your track record and experience of direct selling. Proven track record in developing business opportunities and sales for commercially viable products such as cosmetics, medical devices, or pharmaceuticals highly desirable
- In terms of your mindset, you need to demonstrate a proactive and “learning” approach to problems and opportunities. Your energy and determination will be key to success in this position
- You will be trusted to set your own pace and to go and sell, working with the very capable scientists and full management team, who know the full product. Your job will be to identify the potential customers, to engage customers directly and to drive customer demand for our products
- It is important to clarify that a scientific-related degree is not necessary. A proven ability to sell, combined with a working knowledge of the relevant sciences to A level is more important
- A natural preference to work independently in challenging environments with a desire to grow with the business
- Experience in chitin or chitosan-based materials markets and applications a plus
- The ability to influence the organisation’s future and enhance the company’s vision
- Strong written and oral communication skills
- CRM experience preferably in Salesforce
- Full driving License



<b>Salary and Holidays:</b>	Competitive salary, plus excellent bonus potential. 33 days holiday inclusive of 4 fixed holidays (Christmas Day, Boxing Day, 1 <sup>st</sup> January and 2 <sup>nd</sup> January). After 2 years and 5 years of service, the holiday entitlement will increase by a further 2 days and 1 day respectively
<b>Pension:</b>	NEST pension 3% employer pension contributions
<b>Other Benefits:</b>	Critical Health Care (1x Annual Salary) and Life Insurance (2x Annual Salary after 3 months).
<b>Location:</b>	Remote with the opportunity for international travel. You will be required to make a monthly visit to the Glenrothes site
<b>Hours:</b>	Monday-Friday 9-5 with flexibility expected from both post-holder and employer

For more information on remuneration and the recruitment process, please contact Rachel Sim at Livingston James.



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