

planetary

Company: Planetary SA

Role: *Alternative Protein Sales Manager, B2B*

Location: Switzerland based

Start date: January / February 2023

Terms: Full time

Salary: Competitive compensation and participation in an attractive employee stock option plan

The Company:

planetary is SCALING THE NEW PROTEIN EVOLUTION. The company is a venture capital backed food-tech company operating across 2 locations in Switzerland and Germany. By building industrial-scale bioprocessing capacity and IP globally, we are enabling a sustainable shift in the food system from livestock to non-animal proteins.

The Position:

To support the development of our mycelium-based meat and dairy alternative business with a focus on Switzerland, France and Germany, planetary is searching for a full time *Alternative Protein Sales Manager, (B2B)* to join the business.

- Define and execute go-to-market strategies for individual regions, B2B customer segments (CPG brands, retail, foodservice) and product ranges
- Organize and conduct sales roadshows, concept product evaluations and lead R&D and category management meetings
- Prepare product presentations, sales material and trade show visuals
- Actively manage customer funnel from mapping and prospecting, to transaction and after sales according to sales targets
- Capture customer feedback, collaborate with head of product to continuously improve both raw material and finished product quality
- Draft and administer customer offtake agreements and legal documentation
- Set up and manage global logistics and shipping according to cold chain requirements
- Coordinate business meetings, agendas, logistics, internal and external correspondence
- Support creation of social media and other marketing content
- Gather market intelligence, monitor market trends and competitors' activities and disseminate by regular reports

Qualifications and Experience:

- Minimum bachelor's degree
- Personal interest in the meat and dairy alternative industry
- Minimum 5 years of direct sales experience in the food domain (meat or non-meat)
- Ability to communicate in English, German and/ or French a plus
- Proficient in visual communication including slide design, editing, and creation
- Proficient in Microsoft Office and Google suites
- Strong interpersonal and communication skills and consultative approach to selling
- Ability to multitask efficiently and productively
- Able to travel extensively across Western Europe

Contact: Please email your CV/ cover letter to: HR@planetarygroup.ch

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Planetary is an equal opportunity employer actively recruiting for diversity. Through hiring, we aim to close the gender gap, create opinion plurality, fight age discrimination, foster cultural diversity and promote freedom of self-expression.