



Circular Biomanufacturing powered by CO₂-based liquid feedstocks

b.fab GmbH is an impact-driven biotechnology startup specialized in the conversion of one carbon feedstocks into innovative bioproducts. We valorize the greenhouse gas CO₂ via electrochemistry and modern biotechnology. Starting with CO₂-based liquid feedstocks such as formate or methanol, we apply Synthetic Biology to convert these feedstocks into value-added chemicals. b.fab is dedicated to provide an economical and sustainable new way to produce value-added feed/food ingredients and chemicals for various industries. Due to the expansion of our **management team at our site in Cologne (Germany)**, we are looking for a highly-motivated and engaged manager to grow the company and drive our impact in the market:

Chief Commercial Officer (m/f/d)

in Life Sciences, Feed-/Food and Chemical Industry

Job Content:

- Create and development new market opportunities
- Develop and implement marketing and sales strategy
- Negotiate and secure off-take agreements or service agreements with customers
- Build, maintain and expand customer relationships
- Help in defining the product portfolio
- Co-create financial, marketing and sales plan
- Represent the company on fairs and conferences
- Build and grow the company with your excellence

Start Date:
Mar. – May. 2025

Your Profile:

- Studies in economics (MBA), finances, marketing or similar field
- Experiences in business development in life sciences or related area
- Proven track record in establishing new businesses (feed, food or chemicals)
- Work experience in consultancy or start up environment is beneficial
- Excellent skills in strategy building and financial planning
- Excellent communication and presentation skills
- High degree of self-motivation, independency and proactive attitude is important
- Good command in spoken and written German is beneficial

Our Offer:

- Chance to create and grow the market for a game changing technology
- Meaningful and inspiring work environment in a Climate/Deep Tech startup
- Coworking with industry leading engineers and biotechnologist
- Exciting opportunity for personal and professional development
- Flexible working and self-organization opportunity
- Work and Life in one of the most exciting cities in Germany (Cologne)

Are you interested?

Then please send your meaningful application and earliest start date by email to: hr@bfab.bio

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