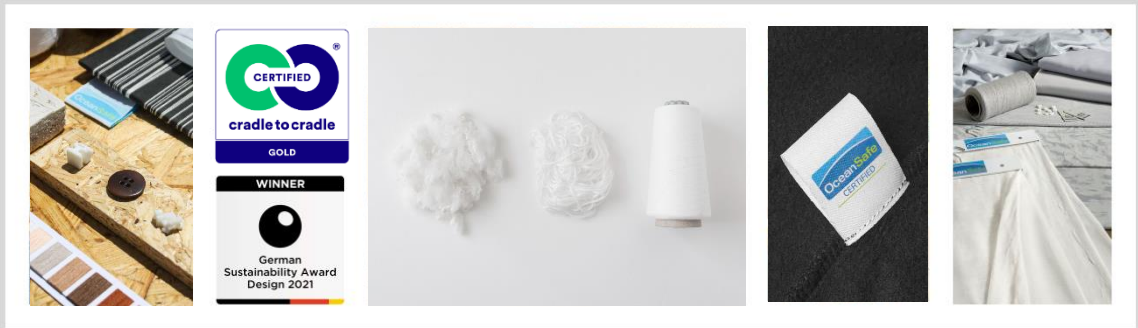




**OceanSafe**  
www.oceansafe.co



Award-winning textile technology company for the circular industry.

## BUSINESS DEVELOPMENT MANAGER (F/M/X)

### The Company

OceanSafe is a textile technology company for the circular economy.

- We develop groundbreaking synthetic textile materials, such as polymers, fibers, and yarns.
- We ensure materials are always biodegradable, free of harmful substances, recyclable, and durable.
- We cater to all relevant industry sectors including fashion, sportswear, home or technical textiles.

We are a dynamic Swiss/German startup with offices in Bern and Krefeld, operating a technology licensing model. Our products, introduced to the market in collaboration with global brands, are continually expanding. OceanSafe is a multiple-award winner.

### The Role

You will play a critical role in driving our global sales efforts of our textile fibers and yarns, acquiring new clients (brands and manufacturers), and nurturing existing client relationships. You will contribute to the overall growth of the company. Your tasks include:

- Develop and implement sales plans, meet targets, and promote our product solutions
- Acquire new clients, build strong relationships, ensure exceptional service, and conduct regular client visits. Establish industry network.
- Highlight product benefits, follow up on leads, and ensure client satisfaction.
- Continuously analyze market trends and opportunities, stay up to date with trends
- Project management: Manage and lead projects with strategic clients and meet targets

### Your Skills

- A university degree with a focus on general business, marketing or another related field.
- A minimum of 3-5 years of professional experience in related positions. Startup experience ideal.
- Demonstrated knowledge of textiles and/or a personal network in the industry
- Strong language skills in English, are a must, German and other languages are a plus.
- Excellent knowledge of MS Office, experience with CRM or project management software is a plus

### Your Profile

We are seeking a candidate who has demonstrated success in dynamic roles within emerging, fast-paced companies or larger corporations. We expect:

- Communicator: Strong verbal and written communication skills to engage with clients, along with persuasive negotiation abilities
- Results-Driven and Proactive: Focused on achieving targets and driving business growth, with a self-motivated approach to identifying new business
- Relationship Builder: Skilled in building and maintaining long-lasting client relationships
- Adaptable and Analytical: Flexible in responding to market changes and client needs, with strong analytical skills; making informed decisions
- Team Player: Excellent organizational skills to manage multiple tasks efficiently, while contributing to a collaborative team environment
- A positive and committed attitude

### Our Offer

This opportunity is ideal for someone ready to make a significant and impactful move in their career. Reporting to the CMO, this position offers wide opportunities for personal and professional growth.

- Pleasant and open working atmosphere in a young company with a flat hierarchy and short communication paths
- Game-changing products and projects surrounding sustainability, technology and fashion
- An open-minded and motivated team, strong team bonding and team events
- You will contribute to the success of a purpose-driven company

### What is the Framework?

Start date: ASAP | Type: Full time  
Where: Krefeld, Germany (partly remote)

### Contact Us

Send us your English CV to [careers@OceanSafe.co](mailto:careers@OceanSafe.co) with your possible start date and salary expectation.