



VACANCY – SALES EXECUTIVE

Position: Fulltime, or minimal 32 hours a week

Starting date: As of July – latest 1st of August

About us

Hello, we are Caffe Inc. We believe that no resource should go to waste. We have developed a 100% circular solution in which coffee waste is completely re-used. We mainly produce coffee oil for the personal care industry, and also offer coffee blocks for the biobased materials industry. As such we create value instead of burden, from the grounds up! Our ultimate goal is to become the world's largest biorefinery for coffee waste to contribute to a circular economy.

We are entering into an exciting phase in which we are building a production plant to recover coffee ingredients on larger scale and validating the market potential, so we are expanding our team with a sales executive. Are you ready to join the coffee revolution and make a change for the better?

Role description

With the realization of the production plant Caffe Inc.'s focus is to partner with like-minded, conscious companies, with a heart for sustainable and innovative ingredients. Therefore we are looking for an experienced and enthusiastic sales executive to lead the commercial operations of Caffe Inc. In this role you will be responsible for:

- Setting up the Caffe Inc. sales strategy
- Executing the sales strategy, closing deals with key partners
- Building and maintaining a network of clients/buyers
- Explore market potential for new products [personal care industry, biobased material industry, food industry]
- Reporting to the CEO

Profile

Are you excited about the role? We are looking for someone with the following profile:

- HBO (bachelor) thinking and work level
- >5 years commercial track record in B2B
- Demonstrated experience with scaling start-ups
- Demonstrated experience and knowledge of circular business models
- A hands-on mentality to do the work and deliver results
- Network in the personal care/ cosmetic industry is a plus
- Affinity with natural and/ or sustainable products
- You are a strong communicator
- You can work independently, accurate and have a great sense of responsibility
- You are living in the Netherlands and speak English and Dutch at professional level



What we offer

- The opportunity to be part of our innovative and fun team
- The opportunity to make sustainable impact with your commercial skills
- An environment where your own initiative is very welcome and where you can make your mark on the company
- Room for skills development
- The opportunity to grow within the company
- A salary of €65.000-€70.000 (including holiday pay), depending on experience
- Milestone based build-up of shares in the company
- 25 vacation days
- Hybrid working (office/home)

Our hiring process

Keen on working for our mission-driven company? Email your resume with motivation letter and deal sheet to work@caffeinc.nl no later than 29th of May, 2022. – www.caffeinc.nl.

In case of a match, please keep in mind that we expect you to be available on the following dates for interviews at our office in Amsterdam:

- 2nd or 3rd of June : first round - get to know each other
- 8th or 10th of June : second round - make a case
- Mid-June: discussing contract
- Starting date: as of July – latest 1st of August