

SENIOR ACCOUNT EXECUTIVE, PEST CONTROL – USA
(Job Id EV1909-02)



Evolva... bringing sustainably sourced, next-generation health, wellness, and nutrition ingredients to the world.

Our lead ingredients are resveratrol for healthy aging products, a great-tasting zero-calorie stevia sweetener to help food and beverage producers replace sugar, and a novel prevention approach to help protect people and pets against the biting pests that transmit diseases like Lyme disease and Zika virus. Further, we are active in the flavors & fragrances market with two ingredients.

More information on our approach to work life can be found on our website:

<http://www.evolva.com/about-evolva/>

Job Description:

Evolva is a dynamic, 14-year old, technology company with an excellent track record of developing high value ingredients for health, wellness and nutrition, based on advanced molecular biology and fermentation technologies.

We are developing a new business area focused on nature-identical products for pest control in many different segments ranging from consumer insecticides and repellents, vector control in public health to eliminate vector-borne diseases like zika, dengue fever, or lyme disease, to products for animal health, horticulture, and agriculture.

We are looking for a senior level sales professional with a demonstrated history of success selling active ingredients and white label products to different segments of the pesticide sector such as CPG manufacturers, homecare, companion etc., that want to be part of our growing commercial team.

Your immediate goal will be to secure the introduction of the first set of pest control products from Evolva into the American market, the focus will be on securing sales with customers by proposing, negotiating, and closing contractual deals ranging from supply agreements to more complex development and partner agreements.

You will be working closely with our commercial team and technical support.

In this role, you will be reporting to the Senior Vice President Commercial, Nootkatone and you will be a member of the global Commercial Team.

Specific Responsibilities:

- This is a senior level professional sales role. The focus is for aggressive sales promotion directly with customers to drive volume and commitment for growth
- Follow up on ongoing collaborations with partners, distributors and customers and convert to sales, and seek out and secure new customers
- Hands on involvement with customer agreement: initiating term sheets, being the voice of the customer internally, all in close collaboration with legal and with relevant involvement of internal stakeholders
- Update and renew the tactical plan together with the pest control team while being in front with execution
- Provide insight into the customer needs from Evolva supply chain and go-to-market structures together with global sales and production
- Coordinate and represent Evolva in relevant trade associations, trade shows, and conferences

Ideal Candidate Possesses:

- A senior level professional sales experience and capability, coupled with technical knowledge of the industry, EPA regulatory understanding, and customer's needs
- 10+ year's direct experience in selling active chemicals and product formulations into the B2B pest control industries
- A sales mindset, solid customer and stakeholder-facing experience with strong presentation and selling skills into the senior level within customer organizations
- Aggressive, self-motivated and hands-on with a high energy level and an internal drive for success
- Emphatic, convincing with strong listening skills, as well as strong intercompany cross-functional communication skills
- Willingness to travel across the Americas (main focus USA)
- You are fluent in written and spoken English and possess good communication skills
- Familiarity with negotiating term sheets and utilizing agreements to protect company intellectual property
- A master-level business education based on a technical education and/or solid experience from agriculture, biotechnology or related technical industries

As a person, you are resourceful, professional, and skilled in the art of teamwork and clear/concise communication. You are conscientious, considerate, and believe in innovation that benefits consumers, partners, and the planet. You want to play a role in the commercial success of our novel products. You are a problem solver with good interpersonal and English communication skills.

You are a proactive self-starter, able to work independently while being a good team player. You can cope with change, complexity and pressure while seeking the best solutions for the company, and you enjoy face time with customers and partners and know how to build trust and strong relationships.

For the right individual, this position will allow a great opportunity to influence and build the business in a novel space of pest control, and you will have big freedom to shape the way the position and the area will develop.

Location: USA, preferred locations: Mid-west, close a main airport. To note that Evolva is also establishing an US operation office around Washington DC metropolitan area.

Workload: 100%

What Evolva Offers: Competitive compensation & benefits

To apply submit your application online at <http://www.evolva.com/join-us/>

Application deadline: October 4, 2019

Please provide your CV and cover letter in English.

Please note:

Applications received from recruiters and other consultants will only be accepted and evaluated if upon the time of submission the recruiter/consultant has entered into a specific agreement with Evolva concerning such submissions.