



Business Research and Development Executive

The Role

The company is seeking a Business Development Executive to join the team, with the role of:

- Supporting the BD, R&D and Marketing teams with day to day follow up of activities relating to customer projects e.g. shipping of samples, preparing and sending of information
- Actioning communications and prospecting campaigns developed with the broader commercial team
- Conducting desk based research into a range of specialty chemicals markets and product applications relevant to Xampla's range of natural polymers.
- Supporting outreach activities and events as part of the commercial team – engaging with potential prospects and customers. This will include attending events in person within UK and possibly Europe.
- Preparing regular reports for the commercial team covering the pipeline, prospects and showing status against business KPIs and targets
- Monitoring competitor activities and preparing a monthly summary report to distribute within the business
- Maintaining and continuously improving the CRM system and ensuring records are up to date and well maintained with the direction of the Head of Business Development and Head of Marketing

Candidate Experience

The company is seeking candidates with:

- A high level of numeracy, preferably with experience in managing contact databases and CRM systems
- Excellent written and verbal communication skills with strong attention to detail
- A passion for materials technology and/or chemistry, with the ability to quickly learn about new technical areas and summarise this information clearly and succinctly
- An enthusiasm for Xampla's mission of addressing plastic pollution, and interest in sustainability
- The right fit for a small, science-led, innovative team and a high level of autonomy, creativity and independence
- An individual with a can-do attitude who thrives in a fast-paced environment

Package

- Competitive salary
- Share options in a fast-growing Cambridge start-up
- Generous holiday package
- Flexible working options
- Private medical cover
- Enhanced pension
- Training and development package