



Join DAB.bio and make a real impact on the bio-based economy!

About DAB.bio

At DAB.bio our mission is to accelerate the global transition towards sustainable, renewable compounds by replacing current fossil- and animal-based production routes. We will achieve this through successfully licensing out our unique and patented continuous fermentation technology, FAST™. This technology unlocks performance, which is not achievable with conventional fermentation processes, substantially reducing capital expenditure and production costs of our customers, allowing them to bring the next generation of renewable chemicals, alternative food ingredients and biofuels to market.

DAB.bio is a spin-out of TU Delft with a highly skilled workforce of ca. 20 FTE and is supported by high quality investors. To help the company successfully grow into the next commercialization phase, the commercial team is looking for a

Business Development Manager.

The role

The purpose of the role is to secure commercial partnerships that fit DAB.bio's strategy. These may be joint development projects, strategic collaborations, out-licensing of technology, or other collaboration structures.

You identify opportunities, initiate and support conversations, build and maintain relationships, think creatively and are rigorously focused on converting opportunities into results. You will lead the commercialization of DAB.bio's down-scaled equipment offering (FASTMINI and ISPRIN). You will play an instrumental role in DAB.bio's marketing and communication efforts. You will work with developers, producers and other actors in the bio-based value chain. You deploy initiatives and work independently, whilst working very closely with our scientists and engineers to leverage their strengths and ensure seamless execution. You have a flexible mind and can deal with continual change.

Your efforts will grow our company, and with that, multiply DAB.bio's impact on bio-renewable chemicals, food and fuel supply chains! You will report to the Chief Commercial Officer. The time commitment for this role is 80-100%.

Key responsibilities

- Build and maintain functional relationships throughout the bio-renewable/biotech value chain
- Develop, structure and close deals, initially for our down-scaled equipment offering (FASTMINI and ISPRIN)
- Work with clients, partners, and the DAB.bio team to co-create winning strain-process-product combinations
- Analyze markets, market data and IP positions



- Lead marketing and communication efforts

The candidate

This is an exciting position in a highly dynamic and promising start-up for a business development manager who wants to directly contribute to a company's growth and success.

You are motivated to make impact on the global race to replace the fossil and animal value chains by sustainable bio-based value chains. You like working in a start-up, with a fast pace, close teamwork, limited structure, high highs and unfortunately, a few lows. You are a self-starter and can work independently but thrive in a team setting.

You have several years of experience in the bio-renewable/ biotech value chain, preferably in business development, with knowledge of biochemistry, fermentation and/or process engineering. You possess an academic degree.

You are competent in at least the following areas:

- Commercial acumen
- Goal oriented and customer focused
- Experience in biotechnology, (bio)chemistry and/or food ingredients
- Strong communication skills, both verbal and written, especially in English
- Relationship and stakeholder management
- Self-management, initiative and resourcefulness

Interested?

Send your motivation letter and CV per email to:

DAB.bio

Attn. Human Resources

Reference: Application Junior Business Development Manager

info@dab.bio