



## Commercial Development Executive

### The Role

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

- Deepening customer and consumer understanding to inform brand and product marketing strategies
- Working with the marketing team to develop brand and technical product marketing strategy and positionings
- Interfacing with customers to gain market and category insight to inform business development plans
- Keeping up to date with category and competitor information to inform marketing and business development ongoing strategy
- Writing tender and stakeholder (investor) pitch documents
- Supporting commercial team leads (business development / marketing and communications) with a range of day to day activities.

### Candidate Experience

The company is seeking candidates with:

- Experience working with / in FMCG marketing teams
- Experience working in a global FMCG company within product positioning
- Experience in one or more of the following categories: homecare, personal care, nutrition
- Good technical writing ability
- A good understanding of claims development
- A bachelor's degree in a discipline relating to Biology, Chemistry, Food science or Material science (or equivalent)
- 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

- £35k-45k salary
- Share options in a fast-growing Cambridge start-up
- Generous holiday package