

## Commercial Development Lead

Are you looking for an amazing workplace where you can put your skills to work while enjoying an amazing culture, where employees are happy, employees are developing, and the team is performing at super high levels? If so, please read on and apply!

Ecovative is seeking a Commercial Development Lead to drive business analytics to directly inform business strategy pertaining to new addressable markets, partnerships, and fundraising initiatives to maximize the company's growth and revenue potential. This position will work closely with the CEO and Chief Commercial Officer and will be responsible for business modeling and scenario analysis to inform business operations and strategy. Ideal candidates will have experience evaluating product-market alignment through a technoeconomic lens, landscaping for strategic partners within diverse industries, and developing materials to clearly present an opportunity to a variety of stakeholders.

Ecovative is an exciting biotech company based in New York. Our founders are TED talk alumni and have been recognized as innovative entrepreneurs on the Forbes 30 Under 30 list. Our work has been featured in The New York Times, Fast Company, Wired, Forbes and on CNN.

### What You'll Love About Us:

- **Fantastic Team Culture.** Innovative team with diverse interests (from artists to off-grid living).
- **Excellent Benefits.** Health, dental, vision, retirement, EAP, PTO, tuition reimbursement, and more
- **Time to Connect.** Earth Day community work, retreats, holiday events, pie day, costume competitions, pumpkin carving, outings, food, etc.

### The essential functions performed in this role include:

- Analyze and understand prospective markets that could be uniquely served by mycelium technologies. This includes direct engagement with industry stakeholders, such as prospective partners, and experts to understand the present competitive landscape and addressable market dynamics.
- Collaborate with the Operations and Mycelium Foundry teams to understand and inform new product and process development opportunities. This includes, but is not limited to, evaluating new opportunities in relation to existing activities and addressable markets, dimensioning the personnel and capital investments needed to properly address an opportunity, and developing key performance indicators to track program success.
- Assist in assessing various partnership structures for the markets that mycelium technologies do and can serve. This includes, but is not limited to, completing industry landscape assessments to identify strategic partnership opportunities, developing case studies from analogous industries to support a partnership approach, and developing presentation materials.
- Assist in capital raising initiatives including the development of business plans, financial forecasts, and presentation materials.
- Able to inform various types of decisions with the appropriate level of precision and speed, including garnering input from internal stakeholders when appropriate.
- Communicate concepts and approaches to different functions within the organization to garner clarity and constructive feedback.
- Initiate and collaborate with the Finance Team on financial planning and dimensioning activities to inform business modeling, forecasting, and fundraising.
- Build models that are robust to change and can be used to test different scenarios.
- Develop systems and processes that drive key outcomes for business strategy and growth.

- Identify and address risks for the company and develop mitigation strategies.

**Minimum Qualifications and Competencies**

- MBA or Master's degree in Business, Economics, Finance or related field with a minimum of three (3) years' commercial development experience; or Bachelor's degree with minimum five (5) years' relevant experience; or non-orthodox experience that you believe would serve the role
- Minimum of 3 years' business or investment experience
- Experience with financial and/or business modeling, forecasting and scenario analysis
- Ability to derive insights from data and to use insights to drive business and investment recommendations
- Experience in the development and implementation of a clear strategy
- Strong interpersonal skills with exceptional verbal and written communication
- Ability to work independently and collaboratively with all levels of an organization
- Familiarity with Google Apps platform and agile use of Slack

**Preferred Qualifications and Competencies**

- Experience in biomaterials, biotech, materials, manufacturing or agriculture-based environment.
- Minimum of 1 year experience working with startups

Ecovative is an Equal Opportunity Employer.

To apply, please send your resume and cover letter to [jobs@ecovatedesign.com](mailto:jobs@ecovatedesign.com).