



BLOOM

Open position

Senior Business Developer

Job description

- Work with the CCO, CEOs and Board of Directors to help prepare Bloom's commercial readiness for the launch of its first biorefinery (tons of products already available).
- Lead structured market discovery to validate and refine product-market fit: identify priority applications, customer segments, and value propositions.
- Use personal and professional industry networks in sustainable chemicals, materials, and bio-based value chains to access early partners, pilot customers.
- Translate early market traction and customer insights into a structured go-to-market roadmap (customer prioritization, pricing models, channel strategy, offtake sequencing).
- Build and refine the business model and unit economics for investor and board alignment.
- Lead or co-lead complex partner negotiations, ensuring commercially sound terms.

The successful applicant

- 7+ years of commercial leadership experience in sustainable chemicals, materials, or industrial biotechnology.
- Extensive industry network spanning potential customers, converters, and brand owners.
- Proven track record in market discovery, product-market fit validation and commercializing new technologies from lab to scale-up.
- Strong experience in complex partnership negotiations and structuring deals.
- Financially literate and capable of translating technical value into investor-ready commercial metrics.
- Fluency in English, team player mindset.
- Technical background and experience with biomass derived products preferred.

What we offer

- Highly stimulating work environment with innovative ingredients at ton-scale.
- Opportunity to contribute to the commercial strategy of the company at the highest levels.

Practical Aspects

- Main working place: R&D Laboratories, Renens Vaud, Switzerland.
- Earliest start date: Q1 2026.
- Apply using this [link](#).

Bloom is an Equal Opportunity Employer. We respect and seek to empower each individual and support the diverse cultures, perspectives, skills and experiences within our workforce.

About Bloom Biorenewables Ltd:

Bloom Biorenewables Ltd is a startup founded in 2019 active at the forefront of the climate crisis. With a disruptive technology developed at EPFL in 2016, Bloom aims at making biomass a true alternative to petroleum and is reshaping the boundaries of what is possible in the chemical industry!