



Managing Director

OCEANIUM has recently completed a successful funding round and is poised to scale our proprietary technology and commercially launch our innovative seaweed-based products. We are seeking an inspirational and experienced Managing Director to lead OCEANIUM through Series A, accelerating commercialisation, revenue growth and international expansion.

Position

Hours: Permanent, full time

Location: Flexible with minimum of six months in the UK for first year

Salary: Salary + bonus + shares based on experience

Start date: Q1 2024

Application deadline: Rolling

About OCEANIUM

OCEANIUM is a passionate and ambitious SME driving systemic change via our propriety refinery technology. We turn sustainably sourced seaweed into nutraceuticals, food ingredients and materials to meet demand for next-generation solutions with meaningful impact. The new MD role will drive the key transition to commercialisation and scale-up.

Key responsibilities of this position include:

- Work closely with CEO to lead the business through its next stages of growth, including development of partnership strategies.
- Champion commercial excellence and build the commercial operating infrastructure to enable professional and timely supply to customers.
- Lead on fundraising strategy.
- Oversee the company's Finance team and P&L.
- Oversee the scale up of the company's proprietary processing technology with Ops Director.
- Oversee organisation design, team talent strategy and people management.

Experience and skills

- 10 years of experience as a C-suite executive in a start-up or a considerable track record of building small early-stage businesses into significant scale across all business functions.
- Experienced in staged fundraising (Series A, B) working with founders and investors to a clear plan.
- Capable of building out high performance teams aligned with company culture.
- Track record of the development and execution of strategic plans to deliver strong P&L performance.

- Strong managerial skills, emotional intelligence and the ability to communicate our vision and motivate staff.
- Effective communicator across a broad range of key stakeholders.
- Future food/agritech and bioprocessing knowledge is preferred.

Key attributes and competencies

- Passionate about OCEANIUM's mission and purpose furthering the company's position as leaders in the sustainable seaweed farming industry.
- Affinity to our values – sustainability, integrity, excellence, innovation, and fairness.
- Ambitious and loves a challenge, entrepreneurial mindset.
- Thinks big on strategy with excellent ability to execute a plan and problem solve with creativity.
- International outlook and operating style, working across multiple countries with employees, customers, and differing markets.
- Strong operations and execution focus.
- Adaptable, able to manage complexity and ambiguity.
- Hands on and thrives in an early stage, lean environment.
- Interpersonal skills, high emotional intelligence and able to manage key stakeholders effectively.
- A genuine enjoyment for managing people is a must.

Next steps

To apply your top-tier experience to an ambitious, mission-driven company that truly enables positive systemic change, please email a CV and cover letter to info@oceanium.co.uk by 30th September.

Due to number of applicants, unfortunately we will only be able to respond to potential candidates. Thank you in advance for your understanding.

We will not accept solicitation from recruitment agencies.

At OCEANIUM, we recognise the value of a diverse team and we are committed to and encourage applications from people with varied experiences, perspectives and backgrounds. Reasonable adjustments are available to support candidates through the application and interview process. Please note all offers of employment are subject to eligibility to work in the relevant jurisdiction and satisfactory pre-employment security screening.