



## Sales Manager

**Job Title:** Sales Manager, Beauty and Skincare

**Start Date:** Rolling applications, ASAP

**Salary:** Base + Bonus

**Location:** Flexible – EU, UK

## The Company

OCEANIUM is a pioneering, award-winning impact business launching clinically proven, seaweed based cosmetic ingredients with excellent provenance and traceability. Our innovative, efficacious skincare and cosmetic ingredients are produced using proprietary refinery technology and sold B2B to mission-aligned brands, enabling our customers to meet their SDG targets and consumer demand.

OCEANIUM is poised for growth as we launch our hero product, OCEAN ACTIVES, a robust marine bioactive clinically proven to improve skin health and appearance.

## The role

OCEANIUM is recruiting an ambitious Sales Manager seeking to make their mark in premium beauty and wellness. This role will be responsible for driving revenue for our hero ingredient, working with mission-aligned customers at all stages of the customer journey to achieve sales, with an initial focus on Europe and US, with the potential to expand to further geographies. The role will report directly to the Managing Director.

Our ideal candidate will have contacts, experience and a proven track record in beauty ingredient sales and distribution including business development, sales, product positioning, and cosmetic/beauty marketing. You will be a proactive, passionate and committed individual who has been instrumental in the success of a start-up or launch in the beauty and wellness industry.

## Responsibilities

- Achieve annual sales goals by cultivating relationships with commercial partners.
- Lead on business development, developing expertise in our portfolio, including active ingredients, functional ingredients, delivery systems, and industry trends/concepts, for effective partner product development and product promotion.
- Effectively Manage the sales pipeline and customer databases.
- Identify and assess new leads and opportunities, develop commercial proposal, initiate outreach and ensure timely follow-up.
- Educate and inspire potential partners about the environmental and health benefits of our seaweed-based ingredients providing value add.
- Continuously monitor emerging products and trends, identifying and reporting on business opportunities in targeted markets.
- Collaborate with marketing team to align marketing activities with emerging trends – input on marketing and PR strategies and materials.
- Work closely with internal teams to ensure fulfilment of orders, pending samples, quotations, shipment follow-up, etc.
- Collaborate with internal teams to ensure thorough addressing of customer inquiries and excellent customer service.
- Coordinate with the Finance Director and Operations Director for sales, inventory and operations planning and processes to ensure that financial plans, sales forecast, and demand planning are linked across the value chain and work towards achieving company goals.

## About You

- This position would suit an ambitious, confident, and entrepreneurial mid-level professional looking to step-up and make their mark launching innovative environmentally-considerate beauty ingredients.
- You understand the beauty and wellness landscape including sustainability, and are proactive in keeping on top of trends.
- You are an enthusiastic, highly motivated, goal-orientated team player with a serious work ethic.
- You can multi-task, are comfortable in fast moving environment, take initiative and can work independently.
- You champion creativity and approach sales in innovative ways to engage customers.
- You possess a proven track record in sales and marketing in the premium beauty sector, meeting or exceeding sales goals.
- You have an established customer network.
- BA/BS degree or higher; specialization in Chemistry, Biology, Business, or Marketing a plus.
- 5+ years of previous industry experience selling beauty and/or skincare ingredients.

## Skills and Experience

- Excellent written and verbal communication skills required.
- Proficiency in sales management tools and software a plus.
- Proficient with Outlook, MS Excel, PPT.

## Compensation

Compensation is market rate and based on a variety of factors including but not limited to work experience, skills, certifications, and location.

## Next Steps

If you feel that you have the right blend of capabilities and experience as well as the ability to make a significant contribution to OCEANIUM please send a **cover letter, resume, salary requirements and availability to [oceaniumpeople@oceanium.co.uk](mailto:oceaniumpeople@oceanium.co.uk)**. We will not review resumes without a cover letter and salary expectations.

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.

The logo for 'Kelp The World' features the words 'Kelp The' in a large, teal, cursive-style font, with 'World' below it in a similar but slightly smaller font. A registered trademark symbol (®) is positioned to the upper right of the word 'World'.