



Microencapsulation with Swiss precision

Microcaps is an ETH Zurich spin-off founded in March 2019. Our unique technology allows us to produce highly precise and innovative microcapsules that empower materials to unlock new capabilities, all tailored to various markets from cosmetics to nutraceutical and pharma.

We are a young and highly dynamic team, striving to establish our technology within a widespread market. Join us on our journey to bring Swiss precision to the world of microencapsulation.

To strengthen our team in Zürich-Schlieren we are recruiting a:

Key Account Manager & Commercial Director Food Ingredients and Nutraceuticals, 100%

The main interest of our customers naturally lies in solving formulation and recipe challenges for their products. After successfully launching first products in cosmetics, Microcaps is striving to establish its solutions on the food and nutraceuticals market. As Key Account Manager & Commercial Director Food Ingredients and Nutraceuticals, you will be on the frontline of our commercial activities, establishing our technology on emerging markets, for example, in flavors, vitamins, or meat substitutes.

Your mission:

- Establish customer relationships and lead our sales activities in different application spaces in the food and nutraceuticals market.
- Accompany our clients from proof-of-concept studies to large-scale productions.
- Co-develop Microcaps' commercial strategy in the food and nutraceuticals markets of the next years by understanding new market trends and customer needs.
- Take the responsibility to generate revenues in the food ingredients and nutraceuticals market

What you bring:

- You have a strong expertise and several years of experience in the food ingredients or nutraceuticals field.
- You have expertise as sales-, process-, or product manager, marketing director, business developer, or similar.
- You have a commercial mindset and enjoy building long-term customer relationships
- You have a technical affinity and know-how in food science, chemical engineering, or related fields.
- You bring an entrepreneurial mindset, hands-on attitude, and are excited to work in a fast-growing team.
- You enjoy being in the frontline and establishing a new technology on the market.
- You possess a work permit in Switzerland, are fluent in English (compulsory) and German (preferred)

What Microcaps brings:

- A highly dynamic and ambitious team with an exciting and disruptive technology
- Attractive compensation with the possibility to participate in Microcaps' success
- Interaction with leading companies in the food and nutraceuticals space.
- Personal development within an exciting and emerging field.

Application: Please apply using the form on our Webpage's Career Site (www.microcaps.ch/career)