



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. A first product based on Microcaps' technology will be launched this summer - transforming us from a visionary idea to a functioning business. 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.
- Drive revenues in the food ingredients and nutraceuticals market

What you bring:

- **Food and nutraceutical expertise:** You have a strong expertise and several years of experience in the food ingredients and nutraceuticals field. Ideally, you bring a personal, global network with prestigious food and nutraceutical companies, like, for example, Nestlé, DSM, ABF, ADM, Novozymes, IFF, Symrise, Firmenich, Givaudan.
- **Commercial expertise:** You have expertise as sales- or product manager, marketing director, business developer, or similar. You have a commercial mindset and enjoy building long-term customer relationships
- **Technical affinity:** You have a technical affinity and know-how in food science, chemical engineering, or related fields. You enjoy being in the frontline and establishing a new technology on the market
- **A strong can-do attitude:** As we are a startup, your scope of action is broad and can change. Hence, we expect that you are willing (and ideally enjoying) to tackle all potential challenges ahead
- **Communication skills:** We expect you to be a clear, customer-focused communicator, capable of understanding, adapting and convincing according to your audience

- You possess a work permit in Switzerland, are fluent in English (compulsory) and German (preferred)

What Microcaps brings:

- A highly passionate, dynamic, and diverse team with an exciting and disruptive technology
- An ambitious environment with the expectation that each team member actively influences the future of Microcaps
- Attractive compensation with the possibility to participate in Microcaps' success
- Personal development within exciting and emerging application fields
- Flexible workspace: we want to help you to get you the best environment

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