

We are hiring a **Junior Business Development Representative**

Biome Makers is a global AgTech on a mission to restore soil health! We are a fun, multicultural and energetic team, composed of industry experts, top scientists, and talented engineers. We preserve the startup mindset of innovation and continue to bring solutions to tackle global challenges.

Founded in California's Silicon Valley in 2015, Biome Makers is setting the standard in soil health with BeCrop® technology. We integrate soil microbiology into agricultural decision-making to optimize farming practices and reverse the degradation of arable soils. With labs across the globe, customers on 4 continents, and 1M+ acres of land impacted, Biome Makers has revitalized soil functionality and agricultural sustainability worldwide.

We are looking for an enthusiastic and motivated entry-level Business Development professional to be part of our EU Commercial Team.

Location: Spain (remote job)

Duties & Responsibilities:

- Perform data mining and prospecting of sales targets in the ag/food business: R&D, Sales Managers, Scientists, etc. Build a library of companies of interest.
- Support all facets of the sales cycle, including lead identification, qualification, and initial contact.
- Funnel and manage incoming leads (responses, CRM registration, follow-up, redirection to the sales team, etc.)
- Support Sales team in follow-up and contact with attendees to our webinars, website visitors, and more inbound pipeline of warm leads.
- Administration and CRM optimization for sales representatives when needed to secure and speed the follow up.
- Collaborate with the Sales team to create the most effective and tailored presentations and materials needed for client meetings, lead meetings with some clients.

You have:

- Bachelor's degree preferred
- 1 year progressive experience in related disciplines (e.g. sales or customer service, marketing, account management)
- Ability to collect/aggregate data, perform analysis, identify insights, and make detailed recommendations and presentations.
- Excellent communication skills with diverse personality styles.
- Strong organizational abilities and attention to detail

You might also have:

- Familiarity with agriculture, agronomy, or the life sciences
- Feel comfortable in a fast-paced, startup environment. You want to make an impact.
- You blend with the international company culture and have a sense of humor.
- Desire to develop into a career Sales/BD/Customer Service professional

Best Perks in the Industry

- Competitive Salary
- Remote Work Environment
- Flexible Scheduling Hours
- Competitive & Quick Growth Path

- Professional Development & Education Opportunities
- Cross-department Support
- Company Sponsored Events & Retreats

“Working with nature, at the intersection of new age technology and age-old wisdom, is where we will find resilience in agriculture.” - Meri Lillia Mullins, team member at Biome Makers

Biome Makers is an ecosystem. Our team specializes in soil science, agriculture, business, genetics, biotechnology, computer science, and much more. And we are located all over the world! We are a team with different nationalities: Spain, USA, Canada, France, Argentina, and many other countries. We are a team, focused on a final goal: To promote sustainable agriculture worldwide!

Afterall, soil is alive. It harbors an abundance of life forms that breathe, grow, work together, respond to their environment and perform functions on a community level. Like soil, at Biome Makers, we grow, work together, and perform many functions to support each other and the mission towards soil recovery.

We'd love to hear from you! **Send your resumé to jobs@biomemakers.com**