



Open Position as a Business Director

About us:

Oxara is a new ETH Spin-off currently financed by the ETH Pioneer Fellowship and the Bridge program grants. We enable sustainable affordable housing by providing low CO₂ emissions low-cost concrete". We make this possible by transforming excavation materials (construction waste) into sustainable building materials using our patented technology. By doing so, we enable a circular construction flow and economy to the construction industry. We work closely with construction stakeholders such as recycling companies, concrete producers, bricks manufacturers, and architects to fast track market entry. Our mission is to enable the production of sustainable building materials like Cleancrete ©: a cement-free concrete.

Role:

We are currently a small team of three scientists and we are seeking an experienced business director from the construction industry to support the CEO in the next growth phase. The ideal candidate has several years of experience in the concrete industry and will support the CEO to refine the business strategy:

Key tasks of this newly created role of the Business Director involve:

- Refining the business strategy and writing the business plan in collaboration with the CEO
- Developing partnerships with industry partners and suppliers
- Identifying new business opportunities
- Preparing financials projection and sale target
- Performing market research and develop a go-to-market strategy
- Preparing documents for financing, grant applications and start-up competitions
- Preparing financials projection and sale targets
- Negotiating contracts and closing deals
- Assisting with fund raising

Qualifications:

The ideal candidate has experience in the construction industry augmented by skills related to strategy, sales and marketing. Furthermore he /she provides quality leadership of a young dynamic team. The successful applicant has a Master in Business Administration (MBA) degree or an Engineering degree combined with relevant work experience in the construction industry. He or She will have the following qualifications:

- Knowledgeable in the construction industry
- Business, strategy and leadership experience
- Understands market dynamic and players
- Financial and negotiation skills
- Is proficient in English and German with excellent written and oral communication skills,
- Enjoys work in an international multicultural environment
- Has a hands-on mentality and great sense of humor

The candidate will support Oxara in its next growth phase.

This is a fulltime (100%) employment with an exciting project hosted by Pioneer Fellowship and the Chair of Sustainable Construction. As early stage startup, we do not pay industry standard salaries however, as part of compensation you will receive equity in the company. The start date is as soon as possible. Check us out at <https://oxara.ch/>. Please submit your full application package to Gnanli Landrou (Founder and CEO) at landrou@oxara.ch. For any further questions you may contact me by email or by phone at +41 78 667 50 63

"We do not make concrete, we save the planet one building at a time", Clara Campocid