

Head of Sales/Business Development

An incredible opportunity to launch the first technology proven to clean air pollution across the world.

Hate air pollution? Wish there was something you could do about it? This is an exciting new opportunity to join Airlabs – a company pioneering clean air technology – on their mission of reducing people’s exposure to air pollution in the world’s most polluted cities. After spending 3 years developing the world’s most effective technology to remove all urban pollution (including nitrogen dioxide from diesel fumes), we are ready to roll out various solutions across the world – from personal protection to large bespoke zones.

Airlabs are now looking for a Head of Sales and Business Development who can help grow the business in new and existing markets.

In 2018 Airlabs are looking to develop distributors in global markets for the Airbubbl, the world’s first effective way to remove pollution from inside a car, and also develop partnerships with brands looking to create clean air zones for their customer and employees.

About the company

Airlabs is social impact company that is on a mission to reduce people’s exposure to air pollution by creating clean air zones in the most polluted cities in the world. Based in London and Copenhagen, Airlabs is a team made up primarily of atmospheric chemist and airflow engineers, who specialise in cleaning pollution from the air and then delivering it back for people to breathe.

Airlabs was set up in 2015 by 2 founders – Sophie, an INSEAD alumni, who as a mother wanted to reduce her child’s exposure to air pollution; and Matthew, a Professor of Atmospheric Chemistry at the University of Copenhagen who developed the most effective small-scale pollution remover. The team now has 11 permanent employees and several student assistants. The company is backed by SGO, a social technology fund.

Since Airlabs’ launched they have pioneered the AirBench commissioned by TFL, the AirStops (Bus Shelters) in collaboration with JCDecaux and The Body Shop, the AirPods, and integration into a luxury retailer’s ventilation system. Most recently Airlabs have launched the Airbubbl for in car protection. This has just been successfully funded on Kickstarter and will be produced in April 2018. Airlabs has been covered by international press including independent reviews of technology on the BBC, which has led to significant inbound enquiries from the world’s largest brands.

About the role

The Head of Sales and Business Development (HoS) at Airlabs is a key new hire working very closely with the CEO. You will be required to build, nurture, and maintain relationships with distributors and brands around the world. The HoS will be

responsible for making new connections with potential distributors and customers for a range of consumer and brand products that Airlabs offer to create clean air zones. The Airbubbl will be the initial priority, helping to make out-bound connections as well as lead in-bound approaches.

The role will also entail developing customers and distributors for existing and new clean air furniture, rolling out new solutions alongside the CEO.

The HoS will be responsible for developing and leading Airlabs' sales proposition in our key growth markets of China, India, South East Asia, Europe and in the UK. The HoS will also be required to put together sales packs, distribution agreements and negotiate with various cultures and firms.

We are also looking for a Business Development Manager, whom the HoS will be responsible for line managing and developing.

Ideal candidate

The ideal Head of Sales and Business Development will have:

- 5+ years' experience in a sales or business development role
- Experience in dealing with international markets and distributors
- Be able to set up distribution deals
- Negotiated with international markets
- Be pro-active in their desire to help Airlabs grow
- Manage an initial person but eventually a global team
- A technical background in engineering is preferred but not mandatory
- A can-do mentality and ability to make tricky projects happen with a skill for collaboration
- Commercially savvy, confident in conversations around scopes, distribution fees, and profitability
- Experience launching new products into markets

Salary

Negotiable dependent on experience including bonuses. Equity is offered after 12 months' employment.