
Sales Manager - Pet Food Market

MiAlgae applies leading advances in science and technology to improve food security and reduce the impact of humanity on the planet.

Company Profile

Founded in 2016, MiAlgae leverages cutting-edge science and technology to tackle global food security and environmental challenges. Our breakthrough innovation lies in eliminating the need for wild-caught fish as a source of Omega 3, by harnessing microalgae, a sustainable and potent alternative.

Our production process recycles by-products from the food and drink industry to grow Omega 3 rich microalgae, returning clean water in the process and supporting a truly circular economy.

We are proud to be a diverse, family-friendly and inclusive employer, committed to equity and belonging in everything we do. We welcome applications from all backgrounds and are open to discussing flexible working arrangements that suit both you and the role.

The Opportunity

As part of our ambitious growth plans, we are seeking a Sales Manager – Pet Food to expand our presence within this key vertical.

You will play a pivotal part in accelerating MiAlgae's market penetration and commercial success by managing sales from lead generation, contract management and driving account growth.

You will report to the Head of Commercial – Pet Food and work closely with the leadership team to deliver against growth targets, deliver commercial strategies, and build a strong, scalable customer base in the pet food sector, both in the UK and internationally.

This is an exciting opportunity if you are a proactive, results-oriented, relationship-focused professional who thrives in a dynamic, purpose-led start-up environment, and who is motivated by innovation, impact and growth.

Key Responsibilities

Customer & Market Development

- Build and manage relationships with key decision-makers, including buyers, procurement teams, technical leads, and R&D functions.
- Proactively identify, qualify, and convert new sales opportunities and partnerships, ensuring consistent pipeline progression.
- Understand client requirements and market trends to influence product positioning and marketing.

Commercial Planning & Reporting

- Prepare and present accurate sales forecasts, performance dashboards, and commercial reports to senior leadership.
- Provide data-driven insights on market dynamics, competitor analysis, and customer needs to inform sales delivery.

Cross-Functional Collaboration

- Collaborate closely with operations, R&D, and marketing teams to ensure alignment on product delivery, brand messaging, and customer success.
- Act as the commercial voice of the customer, providing input to the product roadmap and go-to-market strategies.

About You - Experience & Qualities

You're a strategic and proactive sales leader with a deep knowledge of the sales and negotiation with a proven track record in B2B commercial roles.

Essential Experience:

- Approximately 5 or more years of progressive experience in sales, commercial management, or business development (in the pet food or animal feed industry preferably).
 - Proven success in achieving sales targets, managing key accounts, and leading commercial negotiations.
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- Proficiency in CRM and sales forecasting tools.

Desirable:

- Experience working in sustainability-focused businesses or circular economy models.
- Degree in Business, Marketing, Life Sciences, or related discipline (MBA or similar advantageous).

You'll thrive in the role if you are:

- Commercially astute and highly results-oriented.
- An effective communicator and confident negotiator.
- Self-starting and adaptable with a proactive approach.
- Customer-focused with a problem-solving mindset.
- Collaborative and comfortable working cross-functionally in a growing team.

We encourage you to apply even if your experience doesn't perfectly align with every requirement. If you are passionate about our mission and believe you can excel in this role, we'd like to hear from you.

Details

Location: Edinburgh, UK (hybrid options available)

Reports to: Commercial (Sales) Manager - Pet Food

Employment type: Full time

What We Offer

- **Competitive Compensation:** A market-aligned salary (DOE) with a discretionary annual performance bonus. We recognise and reward high performance, initiative and business impact.
- **Holidays:** 32 days holiday per year (including bank holidays) to recharge and refresh, plus flexible working arrangements to support work-life balance. Additional annual leave per complete year of service – up to 5 additional days. Our holiday purchase scheme offers even more flexibility, allowing you to buy extra days when you need them.

What We Offer

- **Pension & Benefits:** 5% company pension contribution. We also offer a Cycle to Work and Electric Car salary sacrifice schemes. Free on-site parking is available for all employees.
- **Wellness Perks:** 50% company contribution to gym membership to support your health and wellbeing - terms apply. You'll also enjoy regular social events and team activities - because at MiAlgae, it's all about the folk and celebrating our successes together.
- **Growth & Development:** Join a high-growth, purpose-driven business where you can shape your own career path. We offer professional development support and opportunities to collaborate cross-functionally, helping you deliver results and make an impact.
- **Mission & Impact:** Be part of a pioneering biotech company delivering innovation with purpose - reducing reliance on wild-caught fish, supporting the circular economy, and driving a more sustainable pet food industry. Your work will directly contribute to creating a healthier planet.

Ready to Apply? If you're excited by the opportunity to help shape a more sustainable future, we'd love to hear from you.

Applications without a cover letter may not receive full consideration.

How to apply

Please provide your CV, cover letter explaining your interest to:
careers@mialgae.com