
Account Executive

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 an Account Executive – Pet Food to expand our presence within this key vertical.

This role is well suited to graduates or early-career professionals who are keen to build a career in commercial or sales-focused roles within a purpose-led, high-growth biotech business.

You will support sales activity across lead generation, customer engagement, CRM management and account coordination, working closely with experienced commercial colleagues while developing your skills and confidence over time. You will report to the Head of Commercial – Pet Food and offers exposure to UK and international markets within the pet food sector.

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 and has a real love for Pets.

Key Responsibilities

Customer & Market Development

- Support the Prospecting and management of relationships with key decision-makers, including buyers, procurement teams, technical leads, and R&D functions.
- Assist in identifying, qualifying, and converting new sales opportunities and partnerships, ensuring consistent pipeline progression.
- Understand client requirements and market trends to support product positioning and marketing activities.

Commercial Planning & Reporting

- Effectively manage and maintain CRM data.
- Provide data-driven insights on market dynamics, competitor analysis, and customer needs to help 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.
- Share updates, insights, and results with wider teams to encourage collaboration and continuous improvement

About You - Experience & Qualities

You're a motivated and enthusiastic self-starter with a genuine passion for pets, along with a strong interest in sales, business development, and building customer relationships. You're eager to learn, proactive in your approach, and enjoy working as part of a collaborative team.

Essential Experience

- Degree or equivalent in relevant subject – animal science, business etc
- Strong communication and relationship-building skills
- A proactive attitude and willingness to work towards targets and commercial goals
- Confident using CRM systems and other sales forecasting tools.

Desirable

- Any exposure to sales, account management, or customer-facing commercial roles
- Executive Understanding of sustainability-focused businesses or circular economy models.
- Knowledge of Pet Nutrition
- Pet Industry Experience

You'll Thrive in This 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 (as noted). We reward high performance 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.
- **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.

Please send your CV and a cover letter explaining your interest to careers@mialgae.com.

Grangemouth Job Prioritisation Scheme (GJPS). If you wish to be considered under the Grangemouth Job Prioritisation Scheme, please indicate this when applying.

How to apply

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