

Chief Commercial Officer

Seaborough

Working for the Seaborough organization, a Dutch clean-tech start-up of about 20 people strong with a dynamic, informal and respectful working environment, means having the potential to positively contribute to revolutionize the lighting industry by inventing and developing proprietary technologies, commercializing those by patenting and licensing, and turn those into applications and products together with partners. More specifically, Seaborough targets to create maximum value out of intellectual property in the areas of (i) breakthrough LED lamp concepts which are fully compatible with the existing infrastructure and (ii) ground-breaking photonic materials for LEDs/LED lamps or adjacent areas. Seaborough teams up with best-in-class external experts around the world to achieve above goals. Seaborough is located in Amsterdam, The Netherlands, a city recognized to be one of Europe's hotspots when it comes to a fruitful start-up business environment. Seaborough started in 2013 and is backed by the Dutch private equity firm Momentum Capital, which focuses on Cleantech companies that have the potential to challenge the existing and set the new standard in their respective areas of business and thus positively contribute to the world's climate goals set by the Paris agreement.

Job Description

The successful applicant will become member of a highly motivated team, member of Seaborough's Management Team and report to the CEO.

Key Responsibilities:

- Responsible for all commercial activities within Seaborough.
- Negotiate & close partnership and/or license agreements
- Driver and executor of marketing activities to promote oneTled as best possible solution for Tled compatibility issues. Targeting Lighting Brands, Wholesalers, Installers via meetings, seminars, articles, etc.
- Main contact point for all commercial questions from/to Licensees and their customers.
- Lead competitive product benchmarking activities and communication of results.
- Identification and underpinning of new opportunities in terms of product-market-combinations.
- Be the "voice of the customer" within/towards the product development teams.
- Take the lead to define & sharpen Seaborough's commercial strategy together with fellow MT members, and make sure that all related to strategy is available at defined moments in time for presentation to/discussion with shareholders.

Must-Have Qualifications

- Broad experience (10+ years) and network in the Lighting Industry.
- Understanding of Lighting product applications.
- Experience in Product/Concept marketing and communications.
- Fluent in English.
- Excellent presentation skills
- Fits in a start-up working environment (hands on mentality).
- Shows respect towards colleagues and business partners at all times.

Recommended qualifications

- Experience in materials/phosphors and/or retrofit LED lamps

Interested?

Please send your motivation with resume to Seaborough Research B.V, Cruquiusweg 111-C, 1019 AG Amsterdam, apply via mail is possible; info@seaborough.com.

Questions about the vacancy, please call our telephone number +31 (0)20 261 00 86 and ask for Martijn Dekker (CEO).