



Vacancy

Commercial Manager

myne



Myne is the world's first digital recycling company. Thanks to the AI-powered Xorter, a unique and advanced sorting robot, the company supplies the world with high-quality recycled metals. Ultimately, the company's mission is to make metals fully circular, eliminating the need for mining. The seasoned Commercial Manager will help realize Myne's ambitious growth targets.

Requirements

- Over 8 years of experience
- In sales and business development
- Within dynamic spot markets
- Professionalizing the commercial organization
- Building marketing capabilities
- Internationalization
- Impact-driven



Harderwijk



Minimum of 8 years' experience



About the company

Myne

Myne strives for a world where we recycle metals infinitely rather than extracting them from the ground. The current economy, from consumer goods to logistics and industry, is highly dependent on metals. But supply is finite and extracting metals is expensive and bad for the planet. To solve this, the Dutch company Myne – in partnership with Delft University of Technology – developed the innovative, patented Xorter technology. This technology enables high-quality metal recycling and delivers quality metals on demand, on recipe, and at lowest cost. Myne thus makes fully circular metals widely available, at the same quality and price level as their virgin counterparts.

With the Xorter, Myne converts metal waste into raw materials with the same quality as primary metal. This is a huge breakthrough, as recycling previously always meant downcycling – with recycled materials becoming increasingly low-quality. In other words, Myne creates the circular metals of tomorrow from today's scrap and holds the key to making the metal industry more sustainable. ▶



For now, this machine is mainly used for sorting aluminum. In the future, though, the Xorter will also be applied to the sorting of copper, brass, zinc alloys, and iron. The environmental gain is huge. The production of aluminium and other metals is currently highly energy-intensive and unsustainable. Applying the Xorter here can reduce the environmental impact of metal production by up to 90%. In addition to the Xorter, Myne is also working on technology for the sorting and recycling of plastics.

Myne's operation is in Harderwijk. The company has a turnover of around 400 million euros and employs 75 smart and driven employees, passionate about changing the metal industry forever. Myne wants to open factories and connect with supply and demand all over the world in the coming years, thereby permanently changing the way we source metals at scale. ▶





Vacancy

Commercial Manager

The Commercial Manager is responsible for the daily management and professionalization of the commercial organization, on both process and people level. The role emphasizes commercial excellence and capability building, optimizing the entire sales process, ensuring optimal usage of data, making sure the team uses the proper tools and applications, and coaching individual team members. This professionalization is needed for Myne to scale and grow within its current markets and expand into new markets, both from a product and a geographical perspective.

The Commercial Manager will craft a research- and data-driven strategy to expand the commercial proposition and enter new markets, both on the supply side of used metals and on the demand side of premium recycled metals. For this, the Commercial Manager joins strategic discussions at the senior level and collaborates with other functions in the organization, such as the product teams.

Lastly, the Commercial Manager drives marketing efforts, specifically regarding brand awareness and product marketing. Although a solid sales foundation is already in place, this is not yet the case for marketing. This role is therefore an interesting mix of professionalizing and building. ▶



Spot markets

The Commercial Manager works with internal stakeholders such as the CCO (to whom they report), Finance, Operations, R&D, and the thirteen direct reports in the commercial team. They also build relations with external stakeholders: suppliers, customers, and technology and recycling partners. Myne's customers are so-called collectors – currently around 150 in total, all in Europe – who buy metal in bulk and in turn sell it to industry players requiring high-quality recycled metals, such as the automotive, construction, energy, or aerospace industries. The suppliers, meanwhile, are circa 500 different waste collectors and traders in Europe and Asia. Both markets are spot markets: characterized by fast sales and delivery and rapidly fluctuating prices. The Commercial Manager has experience with this dynamic and can coach the commercial organization on how to optimize its commercial processes to fit these markets and gain results. ▶



The right candidate for this role brings a wealth of experience in sales and marketing best practices and has the coaching and leadership skills to embed these into the commercial organization. They embrace the culture at Myne, which is built on transparency, vulnerability, and collaboration, and driven by the ambition to build a better world together with a passionate team.

With Myne's expected international growth, the growth opportunities for the Commercial Manager are vast. The company expects to grow in portfolio and offering as well as in markets and regions, and it is up to the Commercial Manager to scale the commercial organization accordingly – all the while contributing to a healthier planet.



Interested?

Myne is working with Top of Minds to fill this vacancy.

To express your interest, please contact Stephanie Stuit at stephanie.stuit@topofminds.com.

“Thanks to seven years of dedicated research and innovation, the Xorter has made it possible to transform most post-consumed metals into high-quality metals to make products like, for instance, cars. The Commercial Manager translates this promise to an international market and coaches the team towards excellence.”

– Martijn van de Poll, Co-CEO