



## SALES MANAGER

LOCATION: REMOTE (WESTERN US PREFERENCE)

REPORTS TO: CHIEF REVENUE OFFICER

### ABOUT MYNO CARBON

Myno Carbon's mission is to remove as much carbon as we can, as fast as we can to mitigate climate change. To meet this goal, Myno is building large-scale carbon removal facilities (CRFs) that convert sustainability sourced timber waste into biochar and renewable electricity. Once built, Myno's first CRF in northeast Washington state will be the largest biochar production facility in the US. Myno is actively developing biochar sales pathways within our core biochar sales segments including agricultural inputs, potting media, horticulture, and animal feed, among others.

### POSITION OVERVIEW

Myno Carbon is seeking a Sales Manager to join our growing team and drive biochar sales with our core market targets including agriculture and horticulture markets in the Western United States. The successful candidate will be responsible for supporting development of and leading and implementing Myno's biochar sales and marketing strategy including executing large biochar offtake agreements prior to Myno's first CRF coming online in Q4 2025.

### POSITION RESPONSIBILITIES

Key Responsibilities include, but are not limited to:

- Lead and implement Myno's biochar sales strategy, driving biochar sales in key market segments, particularly within the agriculture industry (fertilizer additive, potting media ingredient, soil amendment, animal feed additive, etc.)
- Articulate the Return on Investment of Myno's biochar products to potential customers.
- Create marketing and sales materials for key market segments.
- Manage the sales process from start to finish including generating new sales leads, manage a pipeline of sales opportunities, and close biochar sales transactions.
- Build relationships with key potential customers in our core market segments.
- Attend industry conferences as needed to build relationships with key industry representatives.
- Provide technical support on the benefits and use of biochar for various markets.
- Stay up to date on biochar and agricultural market trends, competition, and customer needs.
- Collect valuable customer feedback to inform our post-production biochar processing.
- Report to the Chief Revenue Officer and work closely with the cross-functional Go-to-Market team.
- Other duties as assigned to support the growth and evolution of Myno Carbon.

### POSITION REQUIREMENTS

- Strong product sales background, preferably in the agriculture or horticulture industries in a West Coast state (WA, OR, ID, CA).
- Strong analytical skills with knowledge of demonstrating a ROI analysis for product sales.
- Experience in managing customer accounts, prospecting new customers, and using sales tools.

- Remote, but must be located in the United States, with preference on the West Coast (WA, OR, ID, CA). Up to 20% travel, depending on market needs, primarily to West Coast locations including quarterly Myno corporate gatherings in Seattle metro area or in Spokane near production facility.
- High degree of comfort reaching out to new sales prospects.
- Passionate about mitigating climate change and regenerative agriculture.
- Self-motivated and driven to succeed.
- Excellent written and verbal communication and interpersonal skills.
- Ability to manage multiple priorities and work in a fast-paced, start-up environment.

## PREFERRED QUALIFICATIONS

- Working knowledge of biochar and the agricultural industry.
- Academic studies/background in agronomy, soil science, crop science, or a related field.
- Prior sales experience in the agricultural sector.
- Background in sales agreements, contracts, and sales negotiation experience.
- Experience with sales tools such as Sales Force or Pipedrive.

## COMPENSATION

This is a full-time, remote position with preference given to applicants located in Washington, Oregon, California, or Idaho. The compensation package is competitive, with an annual on-target salary of \$125,000-\$150,000, with commission comprising up to 50% of compensation; medical, dental, and vision coverage on a cost share basis, Life and AD&D coverage paid for 100% by employer, stock options, unlimited paid time off, biennial technology stipend, monthly phone / Wi-Fi reimbursement, and opportunities for biochar sales commissions.

## HOW TO APPLY

If you are interested in this exciting opportunity, please review our [website](#), then send a cover letter and resume to [jobs@mynocarbon.com](mailto:jobs@mynocarbon.com) with the subject line "Sales Manager." We are looking to fill this position by April 2023 and we review and interview candidates on a rolling basis. No calls, please

*Myno Carbon is an equal opportunity employer committed to diversity and inclusion in the workplace and building a culturally inclusive team. Myno is striving to preserve the planet for all and building a team that reflects the vast tapestry of humanity is the best way to achieve our goals. Diverse candidates are encouraged to apply.*

*Myno Carbon provides equal employment opportunities to all employees and applicants for employment and prohibits discrimination and harassment of any type based on race, color, sex, religion, age, sex, national origin, disability status, genetics, protected veteran status, sexual orientation, gender identity or expression or any other characteristic protected by federal, state, or local laws. This policy applies to all terms and conditions of employment, including recruiting, hiring, placement, promotion, termination, layoff, recall, transfer, leaves of absence, compensation, and training.*