

# ALKEMIO

*This start-up is supported by [LatAm to Tulsa](#), a strategic initiative of Tulsa Local Ventures and the George Kaiser Family Foundation to help international founders scale their companies access capital and integrate into a growing innovation ecosystem from Tulsa.*

## About the company

[Alkemio](#) is developing a new generation of rare-earth separation technologies grounded in molecular design, materials science, and engineering. Our mission is to make access to critical materials cleaner, more resilient, and more widely distributed—so the technologies that move the world forward can be built sustainably and closer to where resources originate.

We believe that ambitious goals are achieved by teams who trust each other and bring new perspectives to the table. As we advance toward commercial deployments, we're looking for people who are driven by purpose—people who want their work to matter, who find energy in building relationships, who lean into uncertainty, and who are inspired by the chance to help shape a more sustainable future.

## **Job Title:** Head of Business Development

**Status:** Exempt

**Supervisor:** CEO

Full-time

Hybrid, Tulsa-based

**Location:** Tulsa, Oklahoma (On-site)

### **Position Overview:**

As a Head of Business Development, you will drive Alkemio's commercial growth by identifying strategic opportunities, building meaningful partnerships, and shaping the pathways that bring our technology into industry. You will operate at the intersection of strategy, relationship building, and execution—engaging stakeholders, understanding market needs, and translating early conversations into structured collaborations.

You will work closely with the CEO to align commercial priorities with Alkemio's broader strategic direction, and you will also support fundraising efforts by helping refine our value proposition and strengthening relationships with current and prospective investors. In this role, you will play a central part in positioning Alkemio for its next stage of scale and long-term impact.

### **Key Responsibilities:**

- Identify and prioritize strategic commercial opportunities across key sectors.
- Build and manage long-term relationships with customers, partners, and stakeholders.
- Lead early conversations and convert them into partnerships, or commercial agreements.



- Gather market insights to inform commercial strategy and positioning.
- Represent Alkemio in meetings, conferences, and industry engagements.
- Maintain a structured commercial pipeline and ensure consistent follow-up.
- Support fundraising by strengthening investor relationships and contributing market context.
- Bring new perspectives and contribute to a collaborative, high-trust culture.

**Requirements:**

- 5+ years of experience in business development, commercial strategy, or related roles in mining, energy or deep-tech environments.
- Bachelor's degree in Economics, Business Administration or a related field.
- Strong communication skills and ability to collaborate across multidisciplinary teams.
- Strong analytical skills and comfort interpreting market dynamics and customer needs.

**Nice-to-Have:**

- Experience engaging investors or fundraising processes.
- Fluency in Spanish.
- MBA preferred.

**What We Offer:**

- Competitive salary commensurate with experience and skills.
- Equity opportunities.
- This role may evolve into a C-level position as the company grows.
- Flexible time off and hybrid work opportunities across Tulsa and Buenos Aires-ARG.

**How to Apply:**

1. Complete the following Google Form: <https://forms.gle/eE4qHdUZNb6orayt7>
2. Submit your Resume and Cover Letter\* to [info@alkemio.bio](mailto:info@alkemio.bio)

\* Cover Letter should explain why this position resonates with you and what draws you to Alkemio. Briefly describe a few achievements that reflect your experience in driving commercial opportunities and show how your background connects with the challenges and possibilities of this role.