



*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

[Bioeutectics](#) is a deep-tech startup pioneering Natural Deep Eutectic Systems (NADES), a new generation of bio-based, biodegradable, high performance solvents, and functional ingredients. Our mission: replace petrochemical ingredients with smarter, safer, and more sustainable alternatives so industries—from personal care to advanced materials—can go greener without sacrificing performance. Founded in Argentina and now headquartered in Tulsa, we partner with leading corporations and research institutions across the Americas, Europe, and Asia.

## Job Title: Business Development Representative

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

**Salary:** 70,000 + Bonus / Commission

### Position Overview:

We're hiring a high-energy, entrepreneurial Business Development Representative to accelerate commercial growth in the U.S. and internationally. You'll build pipeline, open new markets, and help turn cutting edge science into real customer value. This is a hands-on role in an early-stage environment with direct access to the CEO (direct boss) and leadership team.

### Key Responsibilities:

- Prospect and qualify new opportunities across personal care, industrial chemistry, and adjacent sectors; own the first touch to close and support enterprise pursuits.
- Build and manage a revenue pipeline: outreach, discovery, solution mapping with formulation teams, pilot scoping, proposals, negotiation, and closing.
- Conduct market research and competitor analysis; size opportunities and identify ideal customer profiles and use cases for NADES.
- Coordinate with customers and internal R&D/formulation teams to translate technical needs into commercial offers; ensure smooth onboarding and follow-ups.
- Develop go-to-market experiments (messaging, channels) and report learnings.
- Represent Bioeutectics at conferences and trade shows; deliver compelling product demos and presentations.
- Prepare proposals, customer-facing materials, and basic business cases.
- Provide structured feedback to Product/R&D on market signals, regulatory drivers, and sustainability requirements.



- Help shape commercial processes, playbooks, and CRM hygiene as we scale.

**Requirements:**

- 2–5 years in business development, sales, or partnerships— big plus if within chemicals, biotech, personal care/cosmetics, ingredients, sustainability, or adjacent technical industries.
- Clear, confident communication and relationship-building skills; strong negotiation and follow-through.
- Ability to understand technical concepts and translate them into customer outcomes and ROI.
- Proactive, self-directed mindset; comfortable with ambiguity and shifting priorities in a startup.
- Ability to travel to customers and events (approx. 10–25%).

**Nice-to-Have:**

- Experience with ingredient suppliers, chemical distributors, or formulation companies.
- Familiarity with green chemistry, sustainability regulations, or ESG-driven markets.
- Early-stage startup experience.
- Spanish language skills.

**How we'll measure success (first 6–12 months):**

- Pipeline creation: consistent monthly sourced pipeline with clear stage definitions and conversion targets.
- Qualified meetings held with ICP accounts and progression to technical evaluations/pilots.
- Closed-won revenue and average sales cycle time appropriate to segment.
- Quality of market insights and feedback loops into R&D/Product.
- CRM accuracy and contribution to repeatable go-to-market playbooks.

**What We Offer:**

- A pivotal role in a fast-growing deep-tech startup bringing breakthrough chemistry to market.
- Direct collaboration with founders and scientific leaders; clear line of sight to impact.
- Competitive base salary + variable compensation (OTE) and benefits.
- A purpose-driven culture built on innovation, transparency, and sustainability.
- Professional development budget and conference attendance opportunities.

*If you are interested, please send resumes to [conner.putman@experiencetulsa.com](mailto:conner.putman@experiencetulsa.com)*

