



Join us in revolutionizing the 🍷-alternative market with a truly sustainable solution!

About Us

We are Circular grain, an innovative Munich-based startup, transforming brewer's spent grain - a side product of 🍺 production - into a sustainable milk alternative. Our mission is to re-imagine food production, minimizing resource waste and maximizing impact. With a functional prototype nearly ready, we're preparing for market entry next year and are searching for a business-savvy co-founder to lead our growth efforts 🚀

The Role

As our Sales Co-Founder, you will:

- Drive business development and build strategic partnerships with investors, producers, and industry players.
- Develop and execute a sales strategy for entering retail, starting with direct sales to supermarkets.
- Lead our first investment round in Q2/2025.
- Develop and manage a sales team as we scale.
- Help to gather consumer insights to tailor our product to market needs.
- Help to represent Circular grain at events, trade shows, and pitch competitions.

Who You Are

We're looking for someone who:

- Has a proactive, entrepreneurial mindset and thrives on scaling businesses.
- Brings experience in sales or business development, ideally in food or retail.
- Is confident in negotiating partnerships and contracts with stakeholders.
- Has strong leadership, communication, and relationship-building skills.
- Is fluent in German (unfortunately, very important for our relations outward) and proficient in English.
- Shares our passion for sustainability and innovation in food production.

What We Offer

- A co-founder role with significant equity in a mission-driven startup.
- The chance to shape the future of food and sustainability.
- Flexibility and creative freedom in how you approach business development and sales.
- Access to resources, mentorship, and lab space via UnternehmerTUM and TUM Venture Lab.
- A young, multi-disciplinary team that's ready to make an impact.

How to Apply

Excited to join us? Reach out at hallo@circular-grain.de. We can't wait to connect!

Or do you know someone who'd be perfect for this role? Please share it as it could make their day – and definitely ours!