



Circ, Inc.
Director of Corporate Development
August 2022

About Circ

Circ is on a mission to power the clean closet with enhanced recycling technology that (re)sources nature's raw ingredients from global textile waste, promoting a truly circular ecosystem for the fashion industry. We aim to entirely eliminate the need for virgin resources and create a world where nothing goes to waste.

With sharp minds and soft hearts, our team of global scientists and business innovators have come together to solve big problems and are tackling one of the most damaging and polluting industries on the planet. Our mission is mighty, and so is our culture. We're the kind of do-ers who chase the seemingly impossible until we can say that it can in fact be done. At Circ you can expect warm smiles, wicked smarts, and the chance to really change the world.

Opportunity

As the Director of Corporate Development at Circ you will be responsible for developing new, and fostering existing, industry relationships to identify growth opportunities for Circ. This will require foundational skills in market and financial analysis and excellent interpersonal communication skills. We are looking for someone with a great work ethic of loyalty, integrity, pride, perseverance, accountability, respect and teamwork.

This position reports to the Chief Business Officer. The ideal candidate is a great communicator and can handle brand partner management, strategy, research, investor relations, and more.

Qualifications

- Bachelor Degree required, Masters/MBA preferred
- Proven success in Corporate Development roles for 10+ years
- Significant expertise in structuring contracts and leading negotiations
- Financial modeling capabilities to support strategic investment decisions
- Proven track record of taking ideas to execution phase
- Demonstrated interpersonal skills to establish and maintain working relationships with customers, colleagues and partners.
- Possesses an entrepreneurial spirit and takes initiative to design processes and programs internally
- Previous experience working in a startup environment is preferred
- Previous experience working in the fashion supply chain and/or with fashion brands is preferred
- Availability to travel up to 40% of the time
- Proof of COVID-19 vaccination is required



Responsibilities

The Director of Corporate Development can expect to perform some of or all of the following:

- Build and maintain relationships with supply chain partners and brands
- Identify, evaluate, and prioritize new growth opportunities
- Perform ongoing market trend analyses, identify emerging technologies, and conduct strategic assessments of adjacent and transformational growth initiatives
- Continuously engage with the broader innovation and technology ecosystem (e.g. Startups, Academia, Venture, and Accelerators)
- Counsel to senior executives on “needle moving” growth drivers, strategic acquisitions and partnerships, portfolio optimization, etc in pursuit of growth
- Develop business plans, financial forecasts, valuation models and returns analyses
- Collaborate on cross-divisional projects with people at different levels throughout the organization
- Assist the Corporate Development team and Chief Business Officer on various projects

Diversity, Equity & Inclusion at Circ

We believe an equitable and inclusive work environment and a diverse, empowered team are key to achieving our mission. We’re looking for candidates who can expand our culture and challenge business as usual. We strive to foster an environment where all team members can bring their whole selves to work, by their own definition, and we strive to provide all candidates with an equitable and accessible recruitment process.

We provide equal employment opportunities to all team members and applicants for employment without regard to race, color, religion, sex, national origin, age, disability, sexual orientation, gender identity or expression, veteran status, or genetics.

In addition to federal law requirements, we comply with applicable state and local laws governing nondiscrimination in employment in every location in which the company has facilities.

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.

If we can offer accommodations for you in the recruitment process, or if you have feedback on how to make our recruiting more equitable or accessible, please let us know!

Contact/Application Submission: Please submit resume, cover letter, and 3 references to jobs@circ.earth. No phone calls or information requests will be answered.