



Innovative and relevant solutions for the crisis of stuff

Business Development and Research Manager

The story of Bank and Vogue is one about following your passion and beliefs, creating opportunities for our suppliers and customers, and building a great family-based business. Most importantly, the purpose of our business is to develop *Innovative and Relevant Solutions for the Crisis of Stuff*. We aim to find new homes and purposes for the many consumer goods that are thrown out or recycled.

We are growing our team, and have an exciting opportunity for a **Business Development and Research Manager**. This individual will play a pivotal role in finding solutions for the *Crisis of Stuff* on behalf of the Bank and Vogue Group of Companies.

What will you do?

You will engage with and challenge the textile supply chain to build business opportunities for our company that supports our sustainability goals. You will achieve this by communicating the Company Purpose and Vision, Label and textile recycling capabilities to potential customers, suppliers, partners and contacts across the industry.

A large part of your responsibility will be the research and identification of opportunities that allow the company to profit from sustainable innovation in fashion, retail and wholesaling of used goods and store returns. Success in this role will hinge on the ability to leverage resources and expertise across the Group of Companies to plan and help develop a range of solutions and options that will grow our business.

Job description

The role reports directly to the CEO and will be responsible for:

- Engaging members of the executive team on a monthly basis or as required to help set priorities and plan resource support requirements to evaluate and determine feasibility of opportunities.
- Maintain awareness of new initiatives in textile recycling and post-consumer waste solutions including tech innovations, chemical recycling innovations, fashion sustainability initiatives, coalitions and funded projects.
- Research how new technologies & machinery are being used to optimize and innovate the remanufacturing process, and present opportunities for consideration.
- Leveraging research findings and learnings from outreach and networking, share findings and insights across the group of companies to help increase everyone's understanding of industry change and opportunities for our company. This will include providing monthly summaries to executives and the team to help increase knowledge across the business.
- Generate weekly/ monthly & quarterly reports and recommendations based on project developments.
- Identify opportunities to sell rag and/or logistics strategies to other retailers to incorporate remanufacturing in their existing supply chains.
- Facilitate collaborations within the fashion industry and key verticals for co-branded and own label remanufacturing solutions.
- Help build a business case for evaluating business opportunities. Set budgetary requirements and KPIs for cash generating, commercial projects
- Seek out production partners with economically viable labour costs that have aligned and vetted factory conditions to manufacture LABEL, once vendors are vetted to the standards of the Global Production Manager can they be handed over to head of production of label.
- With the support of the Executive team, work with colleagues as required to develop business cases and/or

proposed solutions to help move the opportunities forward through assessment, testing and ultimately production.

Skills, Experience and Education Requirements:

- 5 + years of experience in a Business Development role.
- Strong communication skills both written and verbal.
- Good organization skills.
- Excellent knowledge and use of Microsoft Office suite.
- Strong problem solving, analytical, and decision-making skills.

Please send your cover letter and a resume to careers@bankvogue.com and include “Business Development and Research Manager” in the subject line. However, only candidates selected for an interview will be contacted. Bank & Vogue is an equal opportunity employer. Accommodations will be provided at all stages of the hiring process; we ask applicants to make their needs known in advance.

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