



Role : VP, Finance & Commercial

Location

Singapore (Hybrid possible)

Employment Type

Full-time

Reporting to

Founders

About Krosslinker

Krosslinker is a venture-backed deep-tech company building next-generation aerogel materials that unlock step-changes in thermal and energy efficiency for cold-chain logistics, sustainable buildings, and industrial process cooling.

In May 2025, we captured global attention as Grand Prize Winner of the Temasek Foundation Liveability Challenge from >1,200 climate-tech innovation pool across >100 countries, and secured a \$1 million grant to accelerate deployment of our *Cool Earth* solution.

Backed by leading cleantech VCs and strategic investors, we recently closed an oversubscribed Pre-Series A round. The new capital is financing our first semi-commercial production line in Singapore, expanding customer pilots across Asia-Pacific, and propelling Krosslinker into a rapid scale-up and commercialization phase.

Role Overview

We are looking for a mission-driven Vice President (Finance & Commercial) to join our leadership team. As a core member of our team, you will play a pivotal role in defining and achieving the company's vision – translating breakthrough materials into commercial impact – alongside the founders. This is a strategic leadership role responsible for commercial execution, financial planning, and leading future capital-raising efforts.

What You Will Own

Strategic Finance & FP&A:

- Build a finance function, including budgeting, cash-flow management, and internal controls.
- Develop dynamic operating models, unit-economics dashboards and scenario tools that guide capacity build-out, pricing and international expansion.

Capital Formation:

Company Registration No: 201915430M

<https://krosslinker.com/>

Registered Office: 8 CleanTech Loop, #08- 37, Singapore, 637145, Singapore



- Lead upcoming Series A/B equity raises and non-dilutive financing: curate investor pipelines, run data rooms, drive diligence, and negotiate term sheets.
- Maintain transparent, board-quality reporting that converts complex data into clear strategic narratives.

Scale-up & Market Expansion:

- Own pricing architecture, commercial terms and go-to-market plans.
- Convert technical pilots into revenue-generating commercial agreements while maintaining a disciplined CRM that tracks pipeline health and conversion metrics.
- Lead regional-expansion playbooks and support set-up activities for new geographies and verticals.

Commercial Execution:

- Lead the commercialization efforts across cold-chain and paint verticals, with direct accountability for revenue outcomes.
- Frame, negotiate, and execute customer agreements, including JDAs, JV arrangements, and sales contracts.

Cross-Functional & External Leadership:

- Collaborate cross-functionally with product and operations teams to align business execution with customer needs.
- Collaborate with domain experts, consultants, and advisors to drive commercialization and de-risk growth.

Must-Have

- **5+ years in finance, strategy, or commercial leadership** within early-stage deep-tech startups
- **Deep-tech domain:** experience in deep-tech, materials, or industrial sectors
- **Financial modeling & pricing:** Demonstrated track building dynamic models, pricing frameworks, and customer proposals
- **Venture-ecosystem:** Familiarity navigating fundraising cycles, term-sheet negotiations, and stakeholder communications
- **Cross-border operator:** Exposure to cross-border setup or operations
- Strong written and verbal communication skills
- Ability to thrive in fast-paced, ambiguous environments and deliver independently
- Demonstrated perseverance, long-term alignment with company goals, and a growth mindset
- Believe that awesome things are MADE to happen



We offer attractive compensation with generous performance incentive and equity stock options. This position is full-time and will be based at Cleantech 3. You can apply directly by sending your cover letter and resume to jobs@krosslinker.com quoting 'VP, Finance & Commercial' in the subject line. A 50% remote role can be considered on a case-by-case basis.