

Open position: Business Developer

Haelixa is a multi-award winning, fast-paced ETH spin-off providing DNA-based solutions for reliable traceability of products and raw materials across the supply chain. By fostering the development and market deployment of next generation DNA markers, we contribute to greater supply chain transparency and sustainability. We are currently looking for a new team member to join us on our journey to success!

Schedule: Full-time (100%)

Location: Zurich, Switzerland

Responsibilities:

- Become a subject matter expert on company's target markets products, marketing strategies and key demographics, and remain up-to-date on industry news
- Identify new potential clients, strategic partners and markets
- Identify established and new trends in target markets (precious materials/luxury goods, textiles, oil&gas)
- Contact potential clients or partners (top managers, executives of manufacturing companies and/or brands) to establish relationships
- Propose business deals to clients or strategic partners
- Support the management team in meeting company's sales goals
- Attend conferences and industry events
- Plan and oversee marketing and B2B sales initiatives in existing markets, or help developing new products or services

Requirements:

- Passionate about working in a start-up and a small team
- Hands-on start-up / scale-up experience
- +4-5 years working experience in the consumer good industry
- B2B sales / partnerships experience or supply chain management experience
- Background in business and economics is an advantage
- Flexibility and energy to work in a high-speed and high-intensity work environment
- Excellent verbal and written communication skills
- As we plan to build our SOLA-stafette run team (<https://asvz.ch/event/412-sola-stafette>) by 2020, the faster you run, the better!

Send your CV by email: info@haelixa.com

We look forward to your application!

As seen on:

