

Senior Business Development Manager

Position: Business Development
Employment: 100%
Place: Switzerland
Starting date: March 2025, or to be agreed

Overview:

CompPair Technologies Ltd. is a Swiss company providing healable and sustainable composite solutions to improve circularity. Inspired by nature, CompPair brings an intrinsic healing capability to composites. The company provides a range of semi products (pre-impregnated textiles and LCM systems), to produce composite structures that can heal matrix damage on site in 1 minute only; improving operational efficiency, reducing repair time, and extending lifetime of products. The company's main activities are in the Sports & Leisure and Aerospace & Mobility sectors. The new team member will be responsible for developing and implementing short as well as long-term opportunities with CompPair's innovative products for the composites industry. He/she will cover all commercial matters such as value proposition building, lead generation, request for quotation (RFQ), material supply agreements, customer forecasts and customer relations. It is expected that He/she has a strong technical background and understands the market, the customer needs and has experience driving technical sales in complex organisation.

Competences and personal skills:

- 5 years of experience working in a commercial sales or account management position in the composites industry
- Demonstrated experience in developing business
- A Chemical, Materials Science or Engineering Degree or equivalent is required
- High communication skills orally and in writing in English mandatory (French and/or German is a plus)
- Willingness to take responsibilities
- Willingness to travel
- Organised, committed, and flexible

You think you have the right profile, and you want to join us on this impactful journey? [Apply here](#) or visit www.comppair.ch/careers/ for more information.

CompPair is an Equal Opportunity Employer. We are committed to creating a work environment that is fair to everyone, where all decisions related to recruitment, advancement, and retention are equal.