

Senior Business Development Manager

Position: Senior Business Development Manager
Employment: 100%
Place: Switzerland, Spain, United Kingdom, France, Germany
Starting Date: Earliest October 2022

Overview:

CompPair is an innovative Swiss company developing materials able to repair themselves. Made with CompPair's composite materials, products can heal themselves on site in just a few minutes. We help our clients build better products, that last longer, and produce less waste. CompPair has 3 business units, focusing on Leisure, Wind Energy and Aerospace. The team is actively recruiting a Senior Business Development Manager for the Wind Energy and Aerospace verticals.

The Senior Business Development Manager will be responsible for developing and implementing a long-term and successful business development strategy of CompPair's highly innovative material in its designated vertical (Leisure, Wind or Aerospace). The Senior Business Development Manager will cover all commercial matters such as lead generation, request for quotation (RFQ), material supply agreements, customer forecasts and customer relations. It is expected that the Senior Business Development Manager has a strong technical background and understands the market, the customer needs and has experience driving technical sales in complex organisation.

We are offering a great opportunity to join and support a Swiss high-tech company from its early stage to an international level! The new team member will have an innovative and varied work, in a small, dynamic, and flexible company with a multidisciplinary work environment and with responsibilities from day one!

Competences and personal skills:

- 3-5 years of experience working in a commercial sales or account management position in the composites or relevant industry (Wind Energy, Aerospace)
- Demonstrated experience in developing business with an interest in entrepreneurship and start-ups
- A Chemical, Materials Science or Engineering Degree or equivalent is required
- High communication skills orally and in writing in English mandatory (French or German is a plus)
- Initiative to create and improve processes
- Willingness to take responsibilities and travel
- Organized, 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.