

Business Development Analyst

Position: Business Development Analyst
Employment: 100%
Place: CompPair Technologies SA, Lausanne, Switzerland
Starting Date: September 2023 (6-month position)

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.

The Business Development Analyst's role is to support the sales and client success teams to improve conversion and shorten sales cycles. He/she will have a client facing role and will be tasked with lead generation, strategic positioning, business case creation as well as managing and reporting sales data. The role also offers the possibility to refine sales processes to improve conversions, shorten sales cycles, and maximize wins.

We are offering a great opportunity to boost your career with great exposure and 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:

- Bachelor or master from technical or business school
- 0-1 year of experience
- CRM knowledge (Hubspot is a plus)
- Knowledge of the Fiber Reinforced Plastics (FRP) industry or related industries (Sporting goods, Marine, Renewables, Aerospace, etc) is a strong plus
- 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
- 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.