

SWISSto12 SA

EPFL Innovation Park, Building L
Ch. De la Dent d'Oche 1b
CH-1024 Ecublens, Switzerland
info@swisst12.ch www.swisst12.ch



Lausanne, April 12th 2018

Open position: Key account manager in high-tech aerospace sales environment

SWISSto12 is opening a key account management position in its sales team. Main markets addressed are aerospace, space and ground based satellite telecommunications, radar and Test&Measurement.

Introduction:

SWISSto12 is a start-up company that spun off from the Swiss Federal Institute of Technology in Lausanne, (EPFL) in 2011. The company pioneers the development and commercialisation of radio frequency antenna, waveguide and filter products based on additive manufacturing.

The company specialises in product designs, which are then 3D printed in high-performance plastics or metals and subsequently metal plated through a proprietary process. This novel approach to manufacturing replaces traditional machining of metallic materials. In this context, SWISSto12 products feature drastic weight reductions, extended design flexibility and reduced production costs. SWISSto12 products are currently used in satellite telecommunications (on the ground, at sea, in the air and in space), other space applications, radar applications as well as test & measurement applications.

SWISSto12 is a highly innovative technology start-up company, which has already accumulated product validation with key industrial customers. The company is currently at the stage of qualifying its products against the specifications of aerospace and space applications with first cases where it has managed to move into pre-series and series production contracts in these markets. In parallel, the company's products are already commercialised for use on the ground and for Test & Measurement applications. The company continuously invests in the improvement and diversification of its products.

Functions:

Sales commitments & responsibilities:

Ongoing Business capture:

Autonomously manage, develop, negotiate and close specific sales opportunities;

Collect, understand and consolidate customer requirements (specification, design files, calls for tender);

Manage incoming tender offers, elaborate workload and skills necessary to answer tenders, and head internal tender work groups and federate skills within the group;

Manage project costing estimations, through regular contacts with in house manufacturing resources or third-party suppliers;

Be accountable for accomplishment of order intake objectives.

New Business capture:

Identify and develop new leads across all markets addressed by SWISSto12;

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Develop lead & prospect database;

Sales presentations at customers and industry events.

Be accountable for accomplishment of order intake objectives.

Account management:

Hold responsibility for commercial interface with major aerospace key accounts;

Maintain commercial interface during and after sales;

Assist project managers working on sold projects for commercial interface;

Other responsibilities:

Contribute to setup of a CRM system, monitor and continuously update it with input data;

Contribute to communication strategy for all Swisstost12 product lines;

Contribute to market surveys.

Contribute to the company's digital marketing.

The position will be based in Lausanne with frequent (weekly) travel to customers.

Occasionally, you will be asked to participate in overall tasks and services inherent to a small company.

Required experience and competencies:

3+ years of sales experience in the field (preferably in the Radio-Frequency or Aerospace industry);

Problem-solving mind-set, willing to build proposals against challenging customer requirements, able to make internal team buy-in on helping to prepare complex proposals;

Team leading abilities;

Proven track record of capturing business and achieving sales goals in a B2B high-tech environment;

Strong business acumen;

Master degree level ideally in a technical field;

Some knowledge or basic understanding of Radio Frequency or aerospace or communications Engineering;

Problem-solving mind-set, willing to build proposals against challenging customer requirements;

Autonomous and proactive working style with excellent working organisation;

Communicating effectively, excellent relational skills and ability to work in a team with different professional and cultural backgrounds;

Familiar with state of the art software tools (Office suites, CRM);

Languages: fluent in English is mandatory, fluent French is highly recommended for communication within the team, additional languages are a benefit.

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Working conditions and contact:

SWISSto12 offers a permanent contract at attractive conditions, the position is to be started as soon as possible. Revenue will be incentivised upon sales objectives.

An application containing a CV, a motivation letter, at least three references and possibly reference letters, a copy of your important diplomas and grades can be sent by mail to: info@swisst12.ch