

SWISSto12 SA

EPFL Innovation Park, Building L
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Lausanne, October 12th 2017

Open position: Sales position in B2B high-tech environment

SWISSto12 is opening a Sales position. Main markets addressed are aerospace, space and ground based satellite telecommunications, radar and Test&Measurement.

This position will come in complement to existing sales and business development resources within the company.

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:

- Contribute to Setup of a CRM system, and continuously update it with input data.
- Manage the sales of all of SWISSto12's product line for the Test & Measurement market.
- Contribute to sales of SWISSto12 additive manufactured products for satellite telecommunication and radar applications:
 - Autonomously manage, develop, negotiate and close specific sales opportunities.
 - Collect, understand and consolidate customer requirements (specification, design files, calls for tender).
 - Interact with SWISSto12 team to specify and fulfill customer requirements.
 - Perform project costing estimations, through regular contacts with in house manufacturing resources or third-party suppliers.
 - Be accountable for accomplishment of order intake objectives
- Identify new leads across all markets addressed by SWISSto12.
- Occasionally perform market surveys.
- Contribute to the company's digital marketing.
- Sales presentations at customers and industry events.
- Occasionally, you will be asked to participate in overall tasks and services inherent to a small company.

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Required experience and competencies:

- 3+ years of sales experience (preferably in the Radio-Frequency or Aerospace industry).
- Proven track record of capturing business and achieving sales goals in a B2B high-tech environment.
- Strong business acumen.
- Educated to master degree level ideally with both engineering and commercial background.
- Interested, inquiring and proactive approach to developing and closing sales opportunities.
- 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.
- Ability to autonomously interface and manage contacts with large industrial customers.
- 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.

Working conditions and contact:

SWISSto12 offers a permanent contract at attractive conditions, the position is to be started as soon as possible.

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@swisstto12.ch