

## Open position: Sales Manager

Haelixa is a multi-award winning, fast-paced ETH spin-off providing DNA-based solutions for reliable traceability of products and raw materials across their supply chains. By fostering the development and market deployment of next generation DNA markers, we contribute to greater supply chain transparency and sustainability. We are currently looking for a new team member to join us on our journey!

**Schedule:** Full-time from March 2020 or earlier mutually agreed date.

### Responsibilities:

- Contribute to the achievement of our annual growth targets by developing and maintaining commercial sales
- Prospect, build and maintain a pipeline of sales opportunities within defined industry and market segments
- Build and execute B2B sales strategies, develop win-tactics and execute on major deals
- Show prowess in proposing business deals, negotiating pricing and preparing offers
- Develop and maintain a network of contacts and key personas in assigned industries and target markets, with the focus on senior executives
- Continuously monitor the defined industry landscape, including competition, with the aim of exploring new sales/partnership opportunities
- Gain in-depth knowledge of the factors and trends impacting the adoption of our solution among the current and prospective customers
- Provide relevant feedback to the product engineering team for improving existing and developing new product offers
- Take responsibility for your own personal goal attainment, for the control of the sales funnel and diligent maintenance of the company's CRM system
- Represent the company at industry events, conferences and other relevant platforms
- Embrace the opportunity to be a part of a growth story within a purpose driven company
- Shake many hands, but always high-five the team!

### Requirements:

- Master's degree in marketing, communications, business administration or economics
- 3+ years B2B sales experience
- Technology sales experience is a major advantage
- Working experience and network in the textile/consumer good industry
- Passionate about working in a dynamic start-up environment and within a small team
- Flexibility and energy to work in a high-speed and high-intensity work environment
- Excellent selling and communication skills
- Fluent in English, business proficient in German
- As we plan to build our SOLA-stafette run team (<https://asvz.ch/event/412-sola-stafette>) by 2020, the faster you run, the better!

Send your CV by email: [info@haelixa.com](mailto:info@haelixa.com)

We look forward to your application!