



“In the future, core body temperature will be an important parameter for the

Join the greenTEG team and advance with us – greenTEG offers high-tech thermal sensing solutions for an international customer base. We develop, manufacture, and market heat flux sensing solutions at our headquarters in Zurich.

Since 2016 greenTEG has developed and now offers the first non-invasive, highly accurate and very small Core Body Temperature (CBT) sensor for integration into wearables. We have received very positive feedback from the market and helped customers to launch their B2C products with gSKIN® BodyTemp technology incorporated.

To strengthen our team we are looking for an

Sr. Business Development Manager for Wearable Sensors **80% - 100% starting Feb/Mar 19**

Description

With your strong entrepreneurial drive and a deep interest in technology and its applications, you will further develop greenTEG's business in the Wearables market. You are motivated to work for a young Swiss company which still operates like a startup in terms of hierarchies and decision making, but is supported by stable business revenues from already existing product markets in other fields. You have good communication skills (in English and preferably in German as well, other languages are an asset). A valid Swiss working permit is required.

Key function and responsibilities

- Take over global marketing activities, based on greenTEG's existing experience and new market insights you will gather
- Identify and generate customer leads
- Support customers in their product and project application related questions, incl. travelling to customer sides and fairs
- Manage, analyze, and optimize greenTEG's customer pipeline
- Negotiation of contracts

Qualifications

- Engineering degree
- At least 3 years of work experience as Business developer or in a Sales function e.g. experience in negotiation, pipeline management, etc.
- You have experience in leading a small business development team.
- Affinity to technology (you need to explain our solution to customers and you need to understand their technical problems)
- Good computer skills (MS Office)
- Good communication and sales skills

Welcome to our team!

We offer a collegial and striving work environment at the startup center Technopark in the center of Zurich. Our high-tech company aims to motivate each one of us to maximum performance and personal development.

Interested? – Join us!

Send your application – Cover letter and CV – to career@greenTEG.com

For additional questions please do give us a call.

Further information on www.greenTEG.com/careers