

Business Development Manager

Position: Business Development Manager
Employment: 100%
Place: Switzerland
Starting Date: To be defined

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. CompPair has 3 business units, focusing on Leisure, Wind Energy and Aerospace. The team is actively looking for a Business Development Manager, experienced in the composites industry.

The Business Development Manager will be responsible for developing and implementing short as well as long-term opportunities with CompPair's innovative products for the composites industry. The Business Development Manager will cover all commercial matters such as value proposition building, lead generation, request for quotation (RFQ), material supply agreements, customer forecasts and customer relations. It is expected that the Business Development Manager has a strong technical background and understands the market, the customer needs and has experience driving technical sales in complex organisation.

Competences and personal skills:

- 5 years of experience working in a commercial sales or account management position in the composites industry
- Demonstrated experience in developing business
- A Chemical, Materials Science or Engineering Degree or equivalent is required
- High communication skills orally and in writing in English mandatory (French or German is a plus)
- Willingness to take responsibilities and travel
- 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.