

Job Description

Title: Growth Manager
Type: Full-Time
Location: Lausanne or Zurich

Introduction

Do you want to join a fast-growing technology company that is changing the status quo with Artificial Intelligence? Are you up to the challenge of guiding the executives of the world's best brands through their AI adoption journey and deliver value at every level of these organizations? Are you someone who strives for excellence?

Then don't hesitate to get in touch with us and secure yourself a front seat into the future!

Your mission will be to accelerate our growth in Switzerland and internationally. You will be working alongside best-in-class ML engineers as well as business profiles who demonstrated extraordinary passion and achievements.

Our background

We are a consulting and product development company in the field of Artificial Intelligence. Our clients are among the largest Swiss and European companies, and we help them accelerate their Machine Learning adoption by identifying their highest-value opportunities, developing tailored AI/ML solutions and organizing educational workshops. We have completed projects in the Sports, Real Estate, Marketing, Robotics, Watchmaking, eCommerce, Energy, Retail, Fiduciary, Security, Healthcare, Food & Beverages, Pharmaceutical, Manufacturing, Insurance, and Financial industries. We develop state-of-the solutions in Computer Vision, Natural Language Processing, Time Series Modeling, Generative Models, Sound Signal Processing, Anomaly Detection, Predictive and Prescriptive Analytics, and more. We believe in the power of AI for good and do one philanthropic project every ten client projects: as an example, we are currently working with a major Swiss hospital in the field of neuroimaging.

Role

Join the company's growth team and actively work on our expansion in Switzerland and internationally. You will report directly to our Head of Growth. As the main point of contact for many of our prospects, you will start establishing a close, impactful, and long-lasting relationship. You will reach out to prospective clients, including outbound sales communications via email and LinkedIn, phone calls and online presentations. The person hired for this position will help create, identify and track sales leads, generate sales reporting, evaluate success, trends and failures of sales campaigns, track KPIs, develop new strategies and tactics and ensure an outstanding experience and preparation for every touchpoint with a prospect's stakeholder. The person should be meticulously organized and be prepared to work in a fast-paced and dynamic team environment.

What we offer

- A position that enables you to have an impact on 1'000s of people
- A welcoming team with a fun and dynamic spirit
- A workplace with startup culture and that fills your work with purpose
- A workplace with numerous exciting and challenging projects applying state-of-the-art Artificial Intelligence in diverse industries for the world's best brands
- A stimulating environment where you will be corresponding and meeting executives of world-leading companies
- Offices at the EPFL Innovation Park in Lausanne and at ETH's Technopark in Zurich.
- Competitive compensation package
- Traveling and visiting client facilities

What you will do

- Independently qualifying and navigating prospects/opportunities through the entire sales funnel start at lead generation through outbound sales
- Researching and identifying sales opportunities, generating leads, target identification and classification
- Reaching out to new customers and making presentations or pitches outlining the benefits of our services.

- Understanding the client requirements and then customizing the services as per their needs
- Maintaining relationship with all potential clients
- Navigate both external as well as internal stakeholders and politics
- Ensuring proper servicing
- Data reporting to management and gathering market intelligence

Desired skills and experience

- Excellent communication skills
- Strong interpersonal skills
- Ability to understand client's needs and present solutions
- Understanding of the AI/ML market and competitive landscape
- Consultative selling capabilities
- Natural and effective rapport building skills
- Resourcefulness
- Excellent organization
- Critical thinking skills
- Have solid business acumen to understand and communicate the value
- To possess or be willing to learn consensus-building and negotiation skills
- Understand and communicate across a variety of cultures and belief systems
- Be collaborative and team-oriented
- Focus on quality rather than quantity
- Native German-speaking. Fluent in reading, speaking and writing English
- Self-starter that is punctual with a strong work ethic for constant self-improvement
- BSc/MSc in Business or Engineering
- Ability to cope with change in a fast-paced, deadline-driven environment
- Effective networking skills
- Impeccable attention to details

Check our [Instagram](#) and [LinkedIn](#) to learn more about us & don't hesitate to [contact us](#) if you have any questions.

If the idea of working as a **Growth Manager** and honing your skills in multiple areas is attractive to you, don't wait for another second and [apply](#) right now!

We are looking forward to meeting you personally!