

Head of Global Sales 100%

onCyt offers exceptional real-time instrumentation for monitoring microbial concentration in industrial water. We're looking for a dynamic Head of Sales to execute our sales initiatives, develop an industry-specific sales strategy and expand our sales organization in alignment with our business goals. As a key member of our executive team, you'll play a pivotal role in shaping our organization and contributing to our future success. **This position is available from December 2023.**

Responsibilities

As the Global Head of Sales, your primary mission is to drive revenue growth and forge strong customer relationships. Your duties will encompass:

- **Revenue Growth:** Take charge of our revenue growth strategy, identify opportunities, and execute plans to meet and exceed sales targets.
- **Prospecting:** Identify, locate, and engage potential customers within the industrial water industry to explore new business opportunities.
- **Value Proposition:** Collaborate closely with potential clients to pinpoint how our products deliver value tailored to their specific needs.
- **Deal Closing:** Utilize your exceptional deal-closing skills to secure orders and foster long-term client relationships.
- **CRM Management:** Efficiently manage our Customer Relationship Management (CRM) system to ensure accurate data tracking and streamlined communication.

Requirements

To thrive in this role, candidates should possess the following qualifications:

- **Educational Background:** Ideally, you hold a BSc/MSc in Biology, Process Engineering, or similar fields. Proficiency in German and English is required, additional languages are an asset.
- **Creative Self-Starter:** A creative mindset is vital for identifying, locating, and engaging potential customers.
- **Sales Framework Knowledge:** Proficiency in sales frameworks, such as value-based sales and SPIN selling, enabling you to approach potential customers with a tailored strategy.

- **Exceptional Deal-Closing Skills:** A proven track record of successfully closing deals, preferably in the industrial water or instrumentation industry.
- **Experience:** Over 4 years of experience in technical sales, showcasing your ability to understand and communicate complex technical solutions.
- **Direct-to-Customer Marketing:** Experience in direct-to-customer marketing to effectively promote our products.

Join our vibrant team at onCyt and be part of an innovative organization committed to growth. This is an exceptional opportunity to be in the driver's seat for freely and responsibly developing sales in a scale-up environment full of opportunities. If you're passionate about sales and have a history of success, we'd love to hear from you. You should be located within Europe, and willing to travel to our headquarters in Switzerland regularly.

To apply, please send your resume and a cover letter detailing your relevant experience and why you're the ideal candidate for this position to samuel.wuethrich@oncyt.com.