

## HEAD OF PRODUCT MANAGEMENT – MANAGEMENT GROUP

(Job Reference Number: QSCH2017JB271)

Location: Switzerland, Zürich-Glattbrugg

Date: June 2017

### Join the QualySense journey

QualySense, a young Swiss company, is reinventing the global soft commodity market by pioneering the proprietary QSorter® technology, a sophisticated high-speed single-kernel robot, which measures the compositional and physical quality of each grain and sorts it accordingly. The QSorter is the result of outstanding R&D in the field of sensing, mechatronics, biochemistry, data processing and life science along with world-known partners such as the United States Department of Agriculture, EMPA, Agroscope, and ETH. The QSorter analyzes grains at very high speed by means of Near Infrared spectroscopy and 2D/3D imaging. The company, founded in 2010, has been awarded a number of prestigious prizes. We commit to bringing excellence in nutrition, health and safety to people all over the world and we are looking for talents that can help us achieving our mission. (Video: <https://www.youtube.com/watch?v=OF8exqmmsl8>).

### Challenge description

QualySense is seeking an experienced product pioneer, a born leader and proven sales champion to lead its Product Management team. You will be part of the management team and will be reporting to the CEO. QualySense has a diverse product portfolio with a high level of complexity and specificity in terms of products, projects, and technologies and this position will be responsible for executing on challenging projects and providing product management and sales expertise to bring successful new sorting solutions to the marketplace. The Head of Product Management is responsible for setting short, medium and long-term goals and execute them in full, from the idea stage to the after sales: understanding customer requirements, conducting strategic marketing initiatives, formulating business plans, resource plans, risk analyses and outstanding product launches. The Head of Product management has profound analytical, negotiation, entrepreneurial, communication and execution skills and is required to develop and document compelling product portfolio and sales strategies that comply with the company long-term vision.

A market competitive salary plus bonus incentives for individual and team achievements are part of the job offer.

### Major tasks

- Build a world-class product management team that drives the development and the execution of the company sales and marketing strategies across commodities and geographies.
- Lead the team ensuring that clear vision, performance-orientation and motivation are forming the team into clearly positive and effective performance; devote time and energy to the skills and attitude development of the staff.
- Demonstrate a collaborative management style that fosters effective team working within a multidisciplinary organization structure; establish a leadership and management approach which is both flexible and appropriate.
- Develop an entrepreneurial and positive mindset within the group that drives to produce new products according to specifications, with proper project management practices, on time and within budget.
- Develop a lean and effective organizational structure capable of meeting the needs of a fast-growing company and ensure a customer responsive culture and climate.
- Develop a sorting solution portfolio strategy: screening of ideas, prioritization of short, medium and long-term pipelines, formulation of execution plans, setting of clear sales goals.
- Formulation of clear product management and sales objectives, formulation of budgets and timelines to produce sustainable results.
- Interface continuously with all functions of the organization to ensure a clear customer oriented execution and reporting strategy.
- Validate and execute business models and pricing strategies across sorting solutions, commodities, cultures and geographies.

- Ensure proper execution of the strategy across functional areas by designing and implementing proper reporting and monitoring tools.
- Lead branding, product launch & lifecycle management by collaborating with marketing and advertisement partners internally and externally.
- Drive cross-functional innovation and understanding and anticipating evolving customer needs by conducting targeted intelligence activities with industry, academia and other stakeholders.
- Lead talent development and coach new generations of product managers and leaders that will help QualySense expanding worldwide; designing and delivering marketing training to the sales force and distribution channels.
- Management of international customers: understanding customer culture and develop appropriate and effective go-to-market approaches.
- Support in establishing commercial and R&D partnerships that can boost company productivity and collaborative innovation in the food, seed and agricultural industries.

## Your climbing kit

### Education:

- Master in food/agriculture sciences, engineering or life sciences. MBA/EMBA or PhD is an asset

### Experience:

- Proven leadership, management and sales experience in the food/agriculture industry including:
  - Setting of strategy and outstanding execution to achieve sales objectives within time and budget
  - Project management experience, including coordinating and running multiple projects
  - Experience of running multidisciplinary team to complete complex projects on time and within budget
  - Ability to manage diversity and deal with different cultures
  - Change oriented – “yes we can”, not “this is not possible”
  - Comfortable with leadership, has courage and own convictions, takes on accountability
  - Understand people management and, in particular, team working and team membership
- Proven track records in signing large contracts
- Extensive network of key decision makers within the food and/or agricultural industry
- Demonstrated sales leadership, people leadership and project management skills
- Documented ability to work collaboratively with cross functional teams
- Strong documentation, organization and time management skills

### Travel:

- Willing to travel worldwide up to 60%

### Soft skills:

- Excellent interpersonal, verbal and written communication skills
- Goal/results oriented, high-energy and commitment, a proven deliverer
- Cooperative, open minded and motivated team player
- Independent and entrepreneurial in carrying on tasks, acquiring new skills and solving problems
- Dynamic strategic thinker with extensive business sense
- Demonstrated ability and history in identifying and developing new business opportunities
- Proven ability in inspiring teams to achieve superior results
- Can-do enthusiasm, multi-lingual and multi-cultural pragmatism
- You enjoy grains, seed and beans and have a passion for food in general

### Languages:

- Fluency in English. Knowledge of German is an asset.

### Permit:

- EU/EFTA citizens or valid Swiss working permit

## How to join our team

1. Are you able to analyze problems and implement solutions?
2. Do challenges motivate you?
3. Are you a born entrepreneur?
4. Do you have passion and dedication to innovate the food world?
5. Are you a citizen of the world and enjoy being part of an international team?

If you have answered **YES** to all questions above, then you have high chances to be part of our team. Send your complete application in **PDF** format (including motivation letter, CV, copies of degrees, reference letters, and any relevant documents) or inquiries to [jobs@qualysense.com](mailto:jobs@qualysense.com) mentioning the job reference number on top of this page. Application must be written in English. Incomplete applications will not be considered.



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