

HEAD OF MARKETING AND SALES

(Job Reference Number: QSCH2017JB280)

Location: Switzerland, Zürich-Glattbrugg

Date: October 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 company has reached a key milestone by scaling up its activities. The QSorter products are 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. 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 a senior marketing and sales expert, 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 directly to the CEO. QualySense has a diverse product portfolio gaining traction in the marketplace. The head of marketing & sales together with his team of skilled and competent product managers will be responsible to realize QualySense' growth ambition, to build up the sales expertise, and to bring new sorting solutions to the marketplace. The major tasks are:

- Build a world-class product management team that drives the execution of the company sales and marketing strategies across commodities and geographies.
- Build an effective interface between Sales, Marketing and Development activities to ensure a customer driven as well as a fast time to market product development.
- Demonstrate an inspirational and collaborative management style that fosters effective team working within a multidisciplinary organization structure.

Your climbing kit:

- Master in food/agriculture sciences, engineering or life sciences. MBA/EMBA or PhD is an asset
- 10+ years proven leadership, management and sales experience in the food/agriculture industry
- Excellent interpersonal, verbal and written communication skills
- Willing to travel worldwide up to 60%
- Fluency in English. Knowledge of German is an asset.
- EU/EFTA citizens or valid Swiss working permit

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

If you feel attracted by the challenge and if you meet the requirements, we appreciate your complete application in PDF format to 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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