

# SWISSto12 SA

Avenue des Baumettes 19  
CH-1020 Renens, Switzerland  
[www.swissto12.ch](http://www.swissto12.ch)



December 2019

## **Open position: Aerospace Sales Account Manager**

SWISSto12 is recruiting an experienced Aerospace Sales Account Manager out of its Swiss office in Lausanne.

### *Introduction:*

SWISSto12 is active in the space and aeronautic industries. The company pioneers the commercialisation of Radio Frequency (RF) antennas and sub-systems based on additive manufacturing (3D printing). The novel technologies behind its products have been developed by the company over the past years and have now reached a maturity stage that allows them to be airborne and space qualified. SWISSto12 experiences high growth and has to face the challenge of combining this growth with persistent high-quality and on-time delivery of its products to large aerospace customers.

SWISSto12 focuses its product portfolio towards high added value antenna products as well as end-to-end telecommunication payloads for satellites. Every project starts with an important multidisciplinary design phase (RF, mechanical, thermal, systems engineering) which is performed internally. Products are then 3D printed and assembled with other 3<sup>rd</sup> party procured items. This novel approach to manufacturing replaces traditional machining of metallic materials. In this context, SWISSto12 products feature drastic performance improvements, weight reductions, and competitive costs. SWISSto12 products are currently commercialised for satellite telecommunication applications (antennas and payload subsystems onboard satellites) as well as on aircrafts (antennas to connect passengers via satellite links).

SWISSto12 is headquartered in Lausanne, Switzerland, and also operates from a recently created subsidiary in Santa Clara in the USA. The company is well funded for its near and mid-term developments.

### *In this role, you will be responsible for the following functions:*

- Manage large aerospace customer accounts:
  - Be their commercial point of contact (over phone, e-mail and regular travels)
  - Drive interactions, trigger interests of their various internal groups for SWISSto12 products and generate RFQs / RFPs
  - Collect, understand and consolidate customer requirements
  - Treat RFIs / RFQs / RFPs with the support of the rest of the team providing inputs to those. You will be working with a team of RF, mechanical, systems, payload and quality engineers on answers to large bids.
  - Drive overall cost calculations, and autonomously prepare and submit proposals
  - Negotiate submitted proposals with the clients and autonomously close sales
  - Be accountable for sales objectives on your accounts
- Provides accurate forecasts for new sales and recurrent revenues
- Prepares sales reports on request
- Maintains sales records (in CRM System)
- Identify and qualify new aerospace leads
- Present SWISSto12 at tradeshows and industry events
- Occasionally, contribute to the company's marketing and market surveys
- Occasionally, participate in overall tasks and services inherent to a small company

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### *Required experience and competencies:*

- Bachelor's degree in Engineering or Physics or equivalent
- 5+ years of sales experience directly with customers
- Experience in the field of aeronautics, space or defense is a plus
- Proven track record of deal closing and achieving sales goals in a B2B high-tech environment
- Interested, inquiring and creative approach to solving customer problems and negotiating solutions with them
- Proven ability to write complex commercial proposal documents for clients
- Autonomous and proactive working style with excellent working organization
- Communicating effectively, excellent relational skills and ability to work in a team with different professional and cultural backgrounds
- Familiar with state-of-the-art software tools (Office suites, CRM)
- Language: Fluency in English is mandatory. Knowledge of French or German are not mandatory but are a plus

### *Working conditions and contract:*

SWISSto12 offers a full-time contract with an attractive compensation package. The position is to be filled as soon as possible.

Interested applicants are requested to submit an application containing a CV (resume), a motivation letter, at least three references to [a.boland@swissto12.ch](mailto:a.boland@swissto12.ch)