



Business Development Specialist

80-100%, Zürich

Oxyle is a multi-award winning Swiss based cleantech start-up founded in 2020. Our mission is to protect the health of our precious bodies of water by eliminating discharge of persistent and toxic micropollutants like pesticides, hormones, pharmaceuticals, and chemicals at their source, using our efficient, cost-effective, and sustainable water treatment technology. Our game-changing solution completely degrades organic contaminants from wastewater without filtering, absorbing, or generating secondary waste and will revolutionise the wastewater treatment sector.

The opportunity

We are a passionate and dynamic team, committed towards protecting the health of our precious bodies of water. We're seeking a qualified business development specialist to extend our global reach through expert discovery and exploration of new and untapped business opportunities and relationships in the wastewater treatment sector. Our ideal candidate will be trusted to dive right in, take the lead, use initiative, and help diversify Oxyle's customer pipeline to create a large positive impact with our technology. Highly skilled at sales and business operations, you will join and inspire a team of like-minded go-getters to achieve our company vision. Working closely with our team of specialists, you will have the opportunity to apply your skills and knowledge to contribute towards developing a high-impact product on the market that promotes multiple sustainability goals. You will be a part of a sustainable company with a vision of creating a positive impact on our environment.

Do you want to be a part of the exciting cleantech start-up culture? Do you want to develop professionally in a fast-growing multidisciplinary team? Do you want to make an impact by eliminating discharge of toxic pollutants into our environment? If yes, we would be delighted to get to know you!

Your key responsibilities

- 🔗 Develop new business opportunities as well as manage our existing sales pipeline.
- 🔗 Generate new leads, identify, and contact decision-makers, screen potential business opportunities, and propose procurement strategy for new customers.
- 🔗 Take a lead role in the development of proposals and presentations for new business materials to create and maintain business opportunities and partnerships.
- 🔗 Support deal structure and pricing with business value analysis; negotiate prices for proactive bids and draft proposals for paid pilots.
- 🔗 Regularly monitor industry trends and customer needs, building a short/medium/long-term sales pipeline in accordance with wastewater treatment market targets.
- 🔗 Assist in coordination and implementation of marketing strategies.
- 🔗 Maintain and share professional knowledge through networking, events, and presentations.
- 🔗 Support the operational day-to-day business where required.



What you need to bring to the role

- 🔗 Bachelor's or higher degree in business/management with 3-5 years of work experience in similar field.
- 🔗 Sound business knowledge and strong communicator in written and spoken forms.
- 🔗 Successful track record in B2B sales and negotiation.
- 🔗 Excellent verbal, presentation, and written skills in German and English.
- 🔗 Working experience with sales techniques.
- 🔗 Proficiency with data analysis, forecasting, and budgeting.
- 🔗 Proven ability to plan and manage resources.
- 🔗 Proven experience in taking initiative and strong project and people management skills.
- 🔗 Experience with CRM software preferred.

Your mindset

- 🔗 Strong drive to solve complex and challenging tasks in a creative and organised manner.
- 🔗 Ability to work under pressure and prioritise tasks to meet internal and external deadlines.
- 🔗 Hands on approach to problem solving and strong strategic decision-making skills.
- 🔗 Motivated by a collaborative working style for leading team to reach ambitious goals.
- 🔗 Highly driven, detail-oriented, ambitious individual who is always up for a challenge.
- 🔗 Looking forward to working in a dynamic and challenging start-up environment.

What we offer

- 🔗 Entrepreneurial company with a non-hierarchical mindset.
- 🔗 A passionate and international team where you can move the needle to create a sustainable impact.
- 🔗 A welcoming workplace with people from different cultures, backgrounds, and experiences.
- 🔗 Open work culture where your inputs, individuality, and concerns are always taken into consideration.
- 🔗 Flexible and trust based working time with the comfort of working from home when needed.
- 🔗 High exposure and directly working with senior management.
- 🔗 Opportunity to help you develop valuable soft skills.
- 🔗 25 days paid holidays (full year) and paid time-off between Christmas & New Year.
- 🔗 Public transport subsidies.
- 🔗 Generous retirement plan.
- 🔗 Office happy hours, lounge room and open terrace with a great view to relax and unwind.

Please send your application (letter of motivation, CV, & other relevant documents) to:

jobs@oxyle.ch

