



## HEAD OF SALES – Ref. 2012JP258

### About QualySense AG

QualySense is an EMPA-based start-up company co-founded in 2010. QualySense aims to become the innovation leader in developing and marketing high-capacity sorting devices for quality and safety control of agricultural products. The unique and proprietary Swiss-made devices enable sorting grains, seeds and beans reliably by biochemical properties.

### Job description

The Head of Sales is able to:

- To develop and implement a systematic, strategic and targeted sales plan of activities to maximize sales across existing and new customers to deliver the sales target;
- To personally leading the sales effort on all its phases (from lead to closing);
- To ensure all products are clearly defined in a consistent format which articulate the USPs;
- To identify which market segments the products are aimed at and how the product will be taken to market and by whom;
- To ensure the offerings are supported by appropriate presentation and marketing collateral;
- To line manage other junior sales staff internationally to deliver the sales target;
- To be driver, in consultation with the management, to identify new products to take to market.

### Qualifications

#### Required and MUST-HAVE skills

- MS Degree in Food Processing, Food Engineering, Mechanical Engineering or in food related fields.
- 5+ years of experience in sales within the food/agri business.
- Strong knowledge of grains, seeds, and beans processing machinery.
- Superior influencing and persuasion skills with the ability to build and rebuild relationships.
- A proven track record of identifying, leading and closing major sales opportunities preferably in machinery for the food industry.
- Proven experience of effectively managing a sales team to deliver its targets.
- Willing to work in a highly dynamic, entrepreneurial and demanding start-up environment.
- Excellent analytical, communication, interpersonal, and documentation skills.
- Creative, innovative, organized, responsible, “can-do” attitude, and autonomous.
- Fluency in English and German.

#### Desired PLUS skills

- MS Degree in Food Processing, Food Engineering, or in food related fields.
- 10+ years of experience in sales of food machinery within the food/agri industry.
- Fluency in English, German and another European language.

<b>Status:</b>	Full Time
<b>Required Permit:</b>	Permit to work in Switzerland
<b>Functional Area:</b>	Sales
<b>Travel Requirement:</b>	About 50%-60%
<b>Starting:</b>	Spring 2012
<b>Salary Range:</b>	Salary + Incentives

### Interested?

Send your complete application (including motivation letter, CV, copies of degrees, name of 3 references, and any relevant document) or inquiries to: [jobs@qualysense.com](mailto:jobs@qualysense.com)

**Remark:** Application must be written in excellent English. Incomplete applications will not be considered.