

## **Business Development and Sales Manager**

Synopta is a Swiss SME that is specialized in the design and production of high data rate laser communication systems and associated equipment for space and ground-based applications. With the successful introduction of several product lines in the recent years, Synopta is ramping-up its overall team size at its main location in Eggersriet SG and its partner-location in Zurich.

### **Responsibilities**

- Preparation of potential growth opportunities by monitoring of market trends, technologies, and customers as contribution to company strategic planning, advanced product development and sales
- Product/services sales activities: identification and evaluation of potential opportunities, preparation/submission of quotations, negotiations with customers, contract closing, support during contract implementation
- Customer relations and after-sales management

### **Profile**

- University of Applied Science degree or equivalent
- Technical background (e.g. in mechanisms, optics, electronics)
- At least five years of experience as BD or key account manager
- Team player
- Entrepreneurial spirit
- Experience in space industry preferred
- Fluent in German and English

If you are willing to achieve top-class results within an extraordinary team in the fascinating environment of space industry, please submit your complete application to Dr. Jens Kunde, Synopta General Manager, via [jens.kunde@synopta.ch](mailto:jens.kunde@synopta.ch).