



## **Business Development Manager**

### About DOLFINOS

DOLFINOS is a vibrant start up and a high-quality SWISS MADE brand. Our purpose is to support musicians to powerfully learn and perform with smart equipment, such as fully adaptable violin rests and ultralight music stands. DOLFINOS has entered the market successfully in December 2019 with sales to more than 30 countries and has everything in place to successfully scale up. DOLFINOS is located in Zurich and is currently composed of 5 team members in Switzerland and 1 in the US. The company has recently received the Innosuisse Scale Up Award as one of the most promising scale ups in Switzerland.

### What we offer

- We are looking for a senior sales manager to drive the B2B sales of DOLFINOS
- You will have the opportunity to take part in a start-up company, make a difference and manage your time and priorities.
- You will work in a highly performance driven environment. Your successes will be recognised and awarded with more responsibilities

### What your tasks will look like

- Grow the B2B business from DOLFINOS and establish sales with distributors, violin makers and music stores
- Establish and update the tactical plan using a data driven approach
- Manage the sales funnel from lead generation to closing contracts and following up
- Work closely with the other team members to integrate the customer feedback and improve our product and processes

### What you offer

- You have at least 3 to 5 years sales experience in the consumer good industry
- You have the knowledge (e.g. strong negotiation skills) and drive to successfully close contracts to realise the maximum for your company as well as creating win-win partnerships
- You have a natural talent for developing and maintaining a network and a fruitful long-term cooperation with customers, internal & external parties
- You are passionate about growing a sustainable business
- You have time management skills to get the most out of every single day. Strong ability to prioritise, handle pressure and meet deadlines.
- You are an optimist, resilient and perseverant. Team-player and proactive mindset.
- You are flexible and willing to travel on a regular base in Europe (about 30%)
- You are fluent in German and English
- Following experiences/skills are a plus:
  - Experience with building and leading a team
  - Interest in humans and high end technology
  - Fluency in Swiss German
  - Affinity with the classical music world and respect for the value that musicians contribute to society

Application deadline: 28/02