



UrbanAlps AG
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Open Position m/f Business developer (Pos-04)

UrbanAlps is a high-tech company based in Switzerland and developing the new standard of high security cylinder-locks and keys. The Stealth keys, a generation of additively manufactured mechanical keys which are safe against illegal duplication as they hide their security coding internally. We are a team of 3 remarkable engineers that thrive to take a century old industry of drilling holes in sheets of metal to 3D metal printing. We have a strong technical background in R&D, prototyping, 3D printing and 3D scanning. We have already closed our 1st financing round, won several prestigious awards and preparing for product release of our latest Stealth key system.

We are currently looking for our next team member to strengthen the business skillset and security-market know-how of the team:

An **experienced m/f business developer** with a strong entrepreneur character. A senior business developer from the security industry that will be responsible for most business development activities: market analysis, sizing, market strategy, campaign management, marketing of new product rollouts... You will be responsible for UrbanAlps' business strategies reporting directly to the managing director. We offer a full-time job, enormous freedom of operation and the opportunity to leave your mark in the history of the security industry.

For this position, we seek an experienced security business specialist with at least 5 of the following skillsets (the 1st one being mandatory):

- More than 5 years of experience in the security industry as business developer
- Experience in business modelling, market sizing, planning, market strategies
- Track record of campaign management for new product rollouts
- Experience in scoping and managing projects across different countries and cultures (e.g.: Asia or Eastern European countries)
- Start-up experience or knowledge of what it means to work in such rollercoaster environment
- Good managing and communications skills: managing teams, communicating with large customers
- Fluency in English. Additional languages are an advantage, especially German

Finally, working in a young company is a very particular experience in comparison to working in large corporations: you will be constantly pushed out of your comfort zone, you will have to continue grinding for your ideas when everybody tells you it is not possible, the work-life balance will not be as comfortable as in big corporations... The start-up life is not for everybody, it might not be for you. However, for some people the rewards outweigh the effort: you will have the potential to re-shape an entire industry, to work with other creative and talented people, the empowerment to make decisions fast and the business satisfaction of accountable results just to name a few.

If after reading up to this point you still feel fit for it and most importantly, motivated to take part in it, then we encourage you to send a resume, motivational letter (in English) and several relevant business development stories from the security world to info@urbanalps.com with the title "JobPos-04" and we will come back to you.

Note: current living location is not critical and relocation to Switzerland not mandatory.