



## JOB POSTING:

# SENIOR BUSINESS DEVELOPER QUANTIS ZURICH

### **ABOUT THIS OPPORTUNITY**

Quantis seeks to recruit a seasoned and innovative Senior Business Developer to join our growing Zurich team. The consultant will be responsible for developing new and existing client relationships and for delivering high quality environmental sustainability consulting services for our clients in German-speaking Switzerland. This Senior Business Developer will have a proven capacity to develop insights and solutions adapted to client's specific needs and objectives, which can include developing sustainability strategies, facilitating fact-based decision-making, managing solutions projects, and guiding sustainability communications support. The ideal candidate will have a keen understanding of how to use the latest science and apply it to business operations and strategies.

Quantis offers a unique work environment: the opportunity to develop business and solutions that implements change amongst leading global companies and organizations while working with a supportive and dynamic team of scientific and insight experts in metrics-based sustainability.

### **RESPONSIBILITIES**

The Senior Business Developer will have a proven track record in the following areas of responsibility:

#### *Core responsibilities*

- Developing and managing existing client relationships;
- Building new client relationships and accounts;
- Providing custom insights and solutions to guide clients in their understanding and implementation of environmental sustainability;
- Providing market analysis;
- Developing and leading new product and service offerings.

### *Other direct responsibilities can include*

- Conducting sustainability-related assessments, such as corporate and product footprinting;
- Exploring new markets beyond German-speaking Switzerland
- Leading internal knowledge areas within Quantis;

## **QUALIFICATIONS**

The required qualifications for the position are:

- 6+ years professional experience working in or with top private sector companies on developing business in sustainability;
- A deep understanding of the sustainability market dynamics in German-speaking Switzerland;
- The ability and desire to work effectively with cross-functional/cultural profiles, both internally and externally;
- A proven track record of developing business opportunities and managing client relationships;
- A strong set of references and project portfolio;
- Excellent language skills in both German and English;
- A dynamic and enthusiastic personality aligned with Quantis' values and spirit.

## **COMPENSATION AND BENEFITS**

Quantis offers a flexible, team-oriented work environment. Salary will be determined based on level of experience and potential for success.

## **ABOUT QUANTIS**

Quantis is a leading sustainability consulting firm specialized in the use of science-based metrics and insights to support our clients to measure, understand, manage and communicate on the sustainability issues that matter most.

Quantis has an international presence with offices in Switzerland, France, Germany, the United States, and Colombia.

Quantis offers leading services in environmental footprinting, eco-design, sustainable supply chains, sustainability strategy, reporting and communication. Quantis has a strong track record in applying its knowledge and expertise to accompany clients in transforming scientific insights into decisions and action plans.

To learn about about Quantis and our unique approach, go to [www.quantis-intl.com](http://www.quantis-intl.com)

To apply, please send your letter of motivation and CV (in English or German) to the following address using the subject: "Senior Business Developer, Zurich".

**Email**

[recruitment@quantis-intl.com](mailto:recruitment@quantis-intl.com)