VP SALES & MARKETING

COMPANY
Zaphiro Technologies is an innovative Smart Grid company, spin-off of EPFL, based in Lausanne (Switzerland). Zaphiro’s team has developed SynchroGuard, a breakthrough monitoring and automation system that supports electrical utilities in the power grid modernization and digitization. Thanks to a unique measurement device and advanced data-processing algorithms, SynchroGuard provides real-time view of the energy flows in the grid, safely integrates more renewable energies and EVs, and accurately locates faults. Zaphiro has immediately gained a strong traction by winning an ABB accelerator program and the H2020 SME-instrument, and especially by starting real-scale projects with well-recognized utilities from Europe and Asia. In March 2019, Zaphiro raised 1.3M Euros to further develop its smart grid solution and accelerate the go-to-market strategy.

WHAT WE OFFER
• Pioneering role in the energy revolution, by contributing to the development of a breakthrough smart grid technology.
• Highly innovative and dynamic work environment at EPFL Innovation Park.
• Creative freedom to actively advance our products and the company development.

CONTACT
Interested? Fill up our hiring form by clicking here. For questions and more information, please contact us at info@zaphiro.ch.

Zaphiro Technologies SA
EPFL Innovation Park
Chemin de la Raye 13
1024 Ecublens, Switzerland

www.zaphiro.ch

RESPONSABILITIES AND TASKS
• Provide leadership and coordination of company S&M functions.
• Develop and deploy strategic S&M plans that will shape an effective go-to-market strategy and promote sales growth.
• Work with managers to shape the long-term business plan for the company.
• Monitoring of S&M activities against goals.
• Market research to refine the requirements of company’s products.
• Directly manage the acquisition process of key customers, including representing the company at various community and/or business meetings to promote the company.
• Supervise the preparation and issuance of company marketing/communications materials.
• Recruit your S&M team collaborators.

REQUIRED SKILLS
• Experience in planning marketing strategies, structuring sales goals, contracting, negotiating, and successful public relations.
• In-depth experience of the electricity market and a true passion for the energy industry.
• Extensive sales experience in the energy/electric power industry (> 15 years).
• Outstanding relationships and contacts with electrical utilities, grid operators, and solution providers.
• Experience with building a sales team.
• Work requires willingness to work a flexible schedule, ability to motivate teams to produce quality materials within tight timeframes, and simultaneously manage several projects.