

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.

