



Business Developer / Sales with an entrepreneurial spirit

Old office furniture, secondhand printer, missing IT department but fast internet. As a startup company, setting the right priorities is vital for us. If you are looking for a regular daily routine, you're not going to be happy with us. However, if you enjoy constantly turning new ideas into working products and don't let the occasional headwind throw you off track, we'd love to get to know you.

LINIA is a Zurich based company, providing software solutions for the power grid market. We develop applications to enable automatic drone inspection of power lines. Our company forms an interface between traditional engineering (overhead power lines) and modern technologies (drones, platforms, data-driven business). Our first major contract started in mid-2020. Since then, our customer base has continuously expanded. 2024 is looking to be a very promising year with loads of fun challenges. That is why we need you!

We are looking for an ambitious and persistent person, joining our team. Your main task is to establish new maintain existing customer relations. Together with the Management Team you will adjust the product to the market needs and be part in the strategic decisions of the company.

You will gain insights into all aspects of the company right from the start. You learn how to build a company from scratch: From product development to customer acquisition and sales.

What we expect from you:

- Curious, motivated, and courageous personality
- Independent and communicative way of working
- Experience in business development and sales in a technical environment
- Technical understanding of drones and power lines welcome
- Experience in project management
- Flexibility
- Good language skills in German & English. Other languages very welcome.
- Higher education in engineering or business administration
- Preferably ambitions to take on more responsibility in the medium term (possibly also to participate with shares in the company)

What we offer:

- Flying professional drones
- Company with ambitions for global scaling
- Office at the Technopark in Zurich
- Wide range of topics: Business development, drones, AI/ data analytics
- Working in an applied research environment
- International customer base
- Modern working conditions regarding place of work & working hours
- Sustainable corporate culture

Start: Beginning of 2024

Do you think it's a match? Send us your CV and motivation letter in German or English to info@linia.ch. If you have any question, feel free to ask via mail or call +41 77 523 11 01.