

PERFORMANCE CONSULTANT SA

Conseil en ressources humaines

Venture Building Advisory Partner

Notre mandant :

Our client a consulting firm specialized in innovation strategy with two main activities: innovation consulting for large companies, and the creation of startups for their own account and for other companies.

Descriptif de poste :

Sitting at the intersection of industry-leading corporations, innovative start-ups, and a global network of experts and entrepreneurial support organizations. This unique ecosystem will give to the candidate an access to high potential ventures and deep insights into the technological and business model trends impacting corporations.

- Development of the business growth strategy in German-speaking Switzerland in cooperation with the Board of Directors as well as implementation of the strategic goals and operational management of the region.
- Developing the client segment and implementing the expansion strategy into German-speaking Switzerland.
- Acquisition of new clients and business partners through effective networking and business development.
- Responsible for the financial target achievement of the German-speaking Switzerland region.
- Building up and leading a team of consultants and employees on exciting advisory project.
- Collaborating with colleagues in French-speaking Switzerland to optimise the use of resources and know-how

Profil recherché :

- Top-in-class track record, experience and skill in innovation strategy advisory and new venture building activities.
- Solid client basis and extensive network of potential clients and lead-generators in German-speaking Switzerland, to generate advisory mandates and revenues.
- Ability to mobilize (free-lance) or recruit Swiss-German speaking consultants to be staffed on Fusion Partners' projects in Switzerland.
- Enthusiasm to work with the whole Fusion Partners team and build the Swiss champion of venture building and innovation advisory.
- Native German speaker and fluency in English, with excellent oral and writing skills. French is an asset.

Type de contrat : Permanent

Taux d'activité : 100%, possibility to work remotely (hybride)

Date d'entrée : ASAP

Discrétion absolue garantie dans nos démarches

Consultant responsable du mandat : Mouhssine Moudrik

Ref : MM1952278003