

We are looking for a

# Business Developer [80-100%]

**with passion for impact-driven innovation.**

## Our story

At Irmos Technologies we are on a mission to maximize the safe operational life of existing buildings and bridges. We fundamentally improve the status quo in structural analysis and maintenance planning, by combining sensor data with intelligent algorithms. We are a dynamic team of innovative engineers, with extensive expertise in structural assessment, structural health monitoring, data science, and software development. We envision safer and more sustainable infrastructure for everybody and for this we need to clearly communicate infrastructure health metrics to various stakeholders.

Join us as a Business Developer and be a part of reshaping structural maintenance through innovative data-driven solutions. Your expertise will drive the evolution of irmos technologies in our dynamic startup environment.

## What you will do:

- Identify and research potential markets, industries, and client profiles, to foster our business growth.
- Forge deep and lasting relationships with corporate clients, partners, and investors, unlocking new opportunities to drive our technology forward.
- Explore potential strategic partnerships and ventures that can open new doors and opportunities for our technology in different domains and markets.
- Create effective marketing material that highlights our value proposition to different market segments.
- Provide input to product development teams based on customer feedback and market trends.
- Represent the company at industry events, conferences, and networking opportunities to promote brand awareness and generate leads.
- Stay up to date on industry trends, emerging technologies, and competitor activities to inform business strategy and decision-making.

## What you bring:

- Bachelor's degree in Business Administration or related fields (Marketing, Economics, Management).
- Minimum of 2 years of professional experience in business development, sales roles, or in relevant industries to our start-up (engineering, technology, manufacturing, construction, etc.).
- Proficiency in English and German language, further languages are considered a plus.

**What sets you apart:**

- A charismatic communicator, forging connections and building relationships that resonate with partners and clients alike.
- Inherent curiosity and passion for technology-driven solutions that have an impact in the world.
- Able to think outside the box, be proactive and solutions-focused and willing to go the extra mile.
- Resilient enough to take setbacks and exhibit a can-do attitude to overcome them.
- Experience or an active network in the construction/infrastructure/property sector would be an excellent bonus.
- Experience in startup environment is considered a plus.

**You are:**

- Motivated to integrate a dynamic, high-performance, and exciting start-up environment.
- Passionate about leveraging data insights to optimize the performance of our buildings and bridges, driving efficiency and innovation.
- Demonstrate independence, meticulous attention to detail, and strong organizational skills.
- You are collaborative team player who thrives in a dynamic and inclusive work environment.
- Proficiency in English and German, both written and verbal. Other languages are a plus.

**What we offer:**

- Experience the thrill of delivering pioneering technology that changes lives and builds a safer, more sustainable future.
- Immerse yourself in an inspiring workspace at Zurich Technopark.
- Take advantage of unique opportunities for professional development by participating in professional workshops, seminars, and networking events.
- Manage your own time and maximize your day by taking advantage of our flexible working environment.
- Enjoy the benefits of being part of an ETH Spin-off, including reduced membership for the Academic Sport Club of ETH (ASVZ).

Your role in the early stages of our startup journey will have a significant impact in the evolution of irmos technologies!

**Apply now** with your **CV** and a **short motivation letter** at [martakis@irmos-tech.com](mailto:martakis@irmos-tech.com)

