



Commercial Lead (100%)

Tinamu turns drones into flying sensors for automated industrial indoor asset inspection. After successfully entering the market with pilot customers, we are focused in growing the business and transforming Tinamu into a growth company. Therefore, we are looking for a Business Development expert with a passion for sales and marketing in our team. If you are a highly motivated individual with a genuine interest in technology and a passion to deliver cutting-edge products, we have the perfect opportunity for you!

Your responsibilities:

- Understand and translate the benefits of automated drone-based inspections into customer benefits and communicate these to customers at technical and management levels.
- Understand the inspection market and where it is headed towards and be the voice of the customer in our team.
- Develop marketing strategies to reach business objectives (go-to-market strategy, revenue model, marketing communication, value-based pricing models, etc.).
- Analyze business opportunities in multiple areas and develop a growth strategy to establish Tinamu Labs as the global leader in our field of expertise.
- Generate leads, perform customer meetings, and convert them into pre-sales.
- Negotiate contractual documents.
- The ideal candidate can build and nurture strong networks.

We would love to hear from you if:

- Degree from an internationally leading university in marketing, economics, business administration, international relations or other. Any other (technical) education is a plus.
- Demonstrated record of success in strategic business development for high-tech products.
- Willingness to go the extra mile and make a significant contribution to the growth of a young technology company.
- Swiss or EU passport or Swiss residence with existing right to work (B/C permit)
- An excellent communicator (written and verbal in English) that easily connects with others.
- An empathetic team player with a positive hands-on working attitude.
- Works highly autonomous and reliable.

What we offer:

- An exciting opportunity to contribute on the growth of a leading deep tech startup with the vision to eliminate manual repetitive industrial inspections.
- Opportunity to join a great and highly motivated team.
- Competitive compensation package and participation in the company's stock option plan.

Is this exactly what are looking for? Send us a full application containing a cover letter and CV to: jobs@tinamu-labs.com with subject "Commercial Lead".

