

## Structural Engineer - Technical Sales

**Location:** Zurich/near Zurich, Switzerland

Rematter is a fast-growing innovative startup developing sustainable building products to redefine the construction industry. Our first product, an earth-timber floor slab, combines the best properties of wood and rammed earth to provide an environmentally friendly, high-performance and architecturally sophisticated solution for modern construction projects. We stand for ecological innovation and are looking for talented people who want to drive growth with us and shape the future of construction.

Are you passionate about **ecology** and direct interaction **with people**? Are you a good **listener** who enjoys working with our engineering teams to further develop products? At Rematter, you have the opportunity to make ecological building solutions accessible to a wide audience and actively support their breakthrough. If you enjoy working in a collaborative environment and if you are ready to help shape the future of sustainable construction, we want to hear from you!

### **What you will do:**

- Consultation and support for clients in the project-specific implementation of earth-timber slabs.
- Collaboration and coordination with external specialist planners.
- Representation of Rematter at industry events and conferences.
- Invite clients to customer events.
- Presentation of Rematter solutions and technologies to clients (on-site, online or at events).
- Proactive management of all client contacts in CRM, including tracking customer feedback.
- Creation of sales lists for Switzerland, Germany, Austria and Europe.
- Support with the creation of sales materials.
- Leading webinars and training sessions.
- Preparation of trade fair appearances in coordination with the marketing team.

### **What you bring to the role:**

- Degree in timber construction, civil engineering, or a related field.
- Professional experience in timber construction, with expertise in structural design and planning and/or Sales.
- A collaborative mindset and readiness to take on/share tasks beyond your primary role, working seamlessly across functional areas in a dynamic startup environment.
- Knowledge of sustainable building materials and construction methods is a plus.
- Strong communication skills, with the ability to advise and inspire clients.
- Experience with CRM systems and customer relationship management.
- Proactive and organized approach to sales and client management.
- Passion for sustainability and innovative construction techniques.

### **What We Offer:**

- A chance to drive sustainable change in an industry that needs it most.
- Opportunities for professional growth and development in a collaborative and innovative environment.
- Competitive compensation package and benefits.

Ready to make your mark? We would love to hear from you!

Send your CV, cover letter, and any relevant portfolio materials to [contact@rematter.earth](mailto:contact@rematter.earth).

**Let's Rematter construction together!**