



## **Sales and Founders Associate**

**Duration:** Full Time

**Location:** Zürich mainly / Remote

**Languages:** English fluent and German native mandatory

**Starting Date:** May 2024

**Wage Fix:** CHF 60,000 - 85,000 per year for a Full-Time Position

**Wage Variable:** To be discussed in the interview.

**Who We Are:** Founded in June 2023, Intellyse is a Swiss company specialising in the implementation of generative AI solutions, focusing on the procurement and supply chain departments of industrial companies. Our customers include Siemens, Holcim, SFS Group and many more. So far, we have financed ourselves through consulting services in the field of generative AI. Having already launched our first MVP and sold licences, we plan to transition to a SaaS model to further consolidate our revenue, which is already in the multiple six-figure range. Our team, made up of graduates from ETH Zurich and the University of St. Gallen, brings world-class technical and business expertise. At Intellyse, speed, flexibility and listening to our customers are central to our success as we ensure that their needs drive our innovations.

**Job Summary:** Intellyse is on the hunt for an agile Sales and Founders Associate, with a sharp focus on driving sales and innovative consulting within the evolving generative AI space. Ideal for ambitious individuals, this role involves leading sales initiatives, hosting engaging generative AI workshops, and offering advanced consulting services. We're looking for someone who can quickly adapt to our dynamic product and service offerings, increasingly geared towards software solutions. Strong sales and consulting skills, coupled with a deep interest in generative AI, are essential. Excellent communication skills to demystify AI concepts are crucial. This position suits recent graduates or professionals keen to delve into AI and contribute significantly to our team's evolution.

### **Key Responsibilities:**

- **Sales (60%):**
  - Engage in cold acquisition through calls and emails.
  - Schedule meetings that include both top management, like the Chief Procurement Officer, CFO, Head of Supply Chain, and operational employees, like Category Managers.
  - Manage and expand new and major accounts at Intellyse.
  - Conduct product demos and training sessions.
- **Consulting & Customer Success (40%):**
  - Prepare and conduct workshops.



- Manage projects from a business point of view with assistance of a technical expert with ETH background.
- Collect feedback and liaise with technical teams for implementation.
- Participate in the creation of case studies and partnerships.
- Develop presentations and promotional materials.

### **Essential Requirements:**

- 1 – 3 years of hands-on sales experience (Mandatory)
- Experience in closing > CHF 10'000 ticket sizes (Mandatory)
- Strong communication skills in both English and German (Mandatory)
- You are motivated to call between 40 – 60 leads per day (Mandatory)
- Bachelor or Master degree in Business or Computer Science (Beneficial)

### **Further Requirements:**

- Ability to work cohesively with team members and stakeholders.
- Proactive and eager to learn and contribute in a fast-paced environment.

### **Benefits and Perks:**

- Opportunities for professional growth in the field of Generative AI.
- Flexible working environment with a focus on productivity and meeting deadlines.
- Active participation in shaping the company's direction and product offerings.
- A culture fostering speed, continuous learning, open discussions, and adaptation to market needs.

**Ready to Take the Leap?** Join us at the forefront of Generative AI in procurement and supply chain. If you're looking for a role that offers immense growth and impact, send your resume and a cover letter to [a.deperregaux@intellyse.com](mailto:a.deperregaux@intellyse.com) with "Sales and Founders Associate Application" in the subject line.

Let's build the future, together!