



Committed and with passion for precision we create digital reality solutions combining sensor, software, and autonomous technologies to empower a sustainable future.

As **Vice President of Business Development** you drive the growth of our Robotics Hub. This role is pivotal in defining and executing our go-to-market strategy, identifying and engaging target customers, and establishing partnerships that generate business opportunities. Ideally you combine business acumen, market insight, and customer engagement expertise to position our company for sustained success.

Join our newly established team and contribute to shaping the future of autonomous mobile robots, driving innovation and advancing the goals of the Robotics Hub.

Vice President Business Development (f/m/d)

Zürich  100%

This appeals to you

- **Strategic Planning:** Develop and execute a comprehensive business plan and build and validate the business case for market opportunities and strategic initiatives.
- **Product Market Fit:** (1) Conduct market research to understand trends, total addressable market (TAM), and emerging opportunities, and analyze the competitive landscape to identify strengths, weaknesses, and gaps in the market, (2) Derive the use cases to pursue given the market potential, the existing technological capabilities, and the competition, and (3) Derive the required product

This is you

- 15 years of proven track record in business development or strategic roles, preferably in robotics and technology industries, that have led to substantial and sustained business growth.
- Strong analytical skills, with the ability to assess markets, competitors, and customer needs.
- Exceptional communication, negotiation, and relationship-building skills.
- Experience building business cases, business plans, and go-to-market strategies.
- Demonstrated ability to drive revenue and forge strategic partnerships.

features to meet the needs of the identified market / customers / use cases to drive strong customer demand, retention, and satisfaction.

- **Strategic Partnerships:** Identify and prioritize strategic technology and business partners that can accelerate the technical development and the growth of the Hub, establish close relationships with key stakeholders, and define win-win partnership terms.
- **Business Development:** Identify and prioritize target customers and industry verticals for the identified use cases, and lead efforts to create, pitch, and close new business opportunities.
- **Customer Engagement:** Establish relationships with key customer stakeholders to understand their needs and propose (or co-create) solutions that are tailored and can also scale to other customers.
- **Cross-functional Collaboration:** Work closely with engineering, product, and marketing teams to align business objectives with product development and positioning. Represent the voice of the customer in internal decision-making processes.

- MBA or equivalent experience preferred.

We offer you

- Flexible annual working hours based on a 40-hour week, with 100% employment
- Vacation entitlement: 25 days from the age of 20, 27 days from the age of 40 and 30 days from the age of 50
- Hybrid Working model
- Generous bonus system and extra-mandatory pension fund contributions
- Individual training opportunities (internal and external)
- Relocation service
- Various Discounts (Health, Car, Entertainment and much more)
- Employee Events
- Flat hierarchy structure
- Warm and international corporate culture based on respect and cooperation

About Us

Hexagon is a leading provider of digital reality solutions and employs more than 24,000 people in 50 countries. You will be part of a strong, experienced, inspiring and motivated team of experts driving the future of Hexagon. You will use and develop your skills in our highly innovative and diverse environment. Flexible working models allow you to ideally combine work and private interests.

Contact

If you have any questions, please do not hesitate to contact [David Rank](#), Talent Acquisition Specialist.

Please send your application documents in English.

APPLY NOW

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HEXAGON