

## Your skills - our joint success: Welcome to BUSS!

Why should you take the right step into your professional future with BUSS, the leading manufacturer of high-quality compounding systems for the plastics industry? Because you will be given interesting tasks and development opportunities in a dynamic environment - with a successful employer with a long-term focus. Because you have the chance to help shape the future of compounding every day and to develop personally and professionally. Our compounding systems support customers from a wide range of industries in the preparation of highly specialized new materials. For over 75 years, BUSS has stood for quality and performance in compounding technology. With a high level of expertise, innovative strength and a great deal of passion, we are there for our customers worldwide.

Become part of our team and our success story! Strengthen us with your skills and commitment as:

### Head of Business Development & Marketing (w/m/d) 80-100%

Buss Group is looking for a passionate, experienced leader for its global Business Development and Marketing activities. Are you looking for a challenging opportunity to shape the future of a globally active, technology driven SME based in Switzerland? Do you think you have the drive to set standards in digitalization of our solutions and strengthen the brand recognition in international markets?

#### Your Mission

- You set the **Innovation Strategy** for future applications and solutions based on our technology portfolio. This includes electromobility, alternative energy distribution, light-weight performance materials, food products, recycling and biopolymers.
- Your background allows you to proactively drive our **Digitalization Activities** to develop state-of-the-art tools and commercially viable digital innovation in the compounding field.
- Target oriented **Business Development** is your constant driver, as part of which you will oversee our **global sales agent network**, provide guidance to our **overseas affiliates**, support the group's **M&A activities**, introduce **new business models** (after sales, strategic partnerships within the industry), and ensure the continuity of BUSS' long-lasting recognition as **No.1 technology provider** in the compounding field by closely managing our **marketing activities**.
- You see yourself as connecting piece between **sales and innovation** and, as such, seek inspiration by participating in **global trade fairs** and **exhibitions** as well as **technical conferences**.
- You like to **lead** people and assume responsibility for their success, development and impact.
- Passion for digitalization and innovation with track record in developing solutions.
- A commercially oriented mindset with a clear drive to achieve results as a team and the ability to motivate others.
- Solid communicator in more than one language (proficiency in English is a must, further languages are of advantage)
- Charismatic and ambitious leader who gets things done across organizations and different cultural mindsets.
- Ability to constantly question the status quo, challenge the nay-sayers and fight the daily business routine by convincing with arguments and creating impact through motivation.

#### What we have to offer

#### What we would ideally expect you to bring along

- 3-5 years professional experience in leading a sales or development team in the plastics industry.
- University degree (MSc. or PhD) in a technical discipline, e.g. engineering, natural sciences, material sciences.
- A modern workplace within a team of highly motivated **pioneers** and **innovators**.
- Exciting technology with direct **impact** on many global OEM's and products in future-oriented industries.
- International travel with opportunities to create **value** and **networks** in fascinating markets and applications.
- Opportunities for learning and professional **growth** in digitalization and industrial engineering.
- Close interaction and **visibility** with the group management.

**Have we aroused your interest?**

We are looking forward to receiving your complete application documents in pdf format at [jobs@busscorp.com](mailto:jobs@busscorp.com). Direct applications are preferred.

Buss AG

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