

UrbanMetrix SA is looking for a

# Head of Sales (m/w/d)

100% - Lugano

## PROJECT

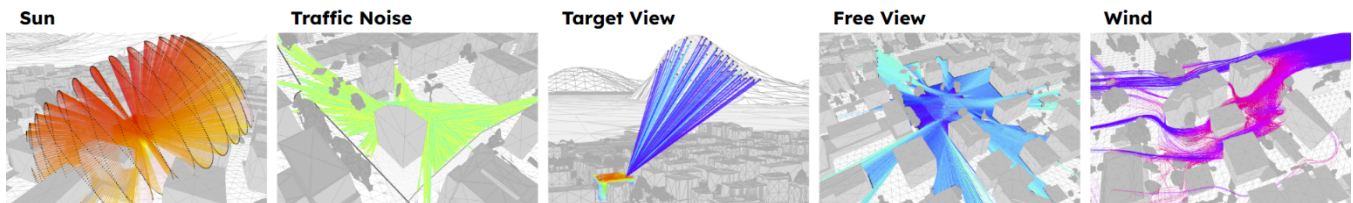
UrbanMetrix is a disruptive 3D site-analysis and conceptual-design tool for architects, engineers and developers. This tool revolutionizes the way we create buildings in cities by literally inverting the design-process and allowing it to start from environmental resources. Sun, views, noise, and wind are thus turned into crucial resources of the design process allowing it to address with new means one of the biggest challenges of our time: the design of healthy and sustainable cities.

## PROFILE

You have excellent communication skills, familiarity with marketing and sales processes, and affinity with innovative digital technologies. Ideally you have a Bachelor's or Master's degree in sales, business administration, architecture or construction, and some years of work experience. You have familiarity with Sales and CRM tools and processes, you are comfortable in writing texts, and flexible in contributing to any urgent need of our firm. Required: knowledge in HubSpot, and fluent in English and German. Appreciated: fluent in French and Italian, skills in Graphic Design, video-making, and autonomous AI Agents for sales.

## CONTEXT

We offer the typical unstructured and constantly changing environment of a small and young multidisciplinary startup and the possibility to participate in a stimulating project. You will be working on several tasks in close contact with architects, engineers, and software developers. Our office is in Comano, near Lugano, and your work will start in the second half of 2025.



## ROLE

As our Head of Sales you will assist the CEO in preparing and in implementing our market-entry phase. You will help defining the marketing and sales strategy, and prepare prospects listings. You will contact customers via indirect, direct, and automated channels, and you will manage our customer relationship process. Tasks will be related to: print and web ads, contact with the press, fairs, demos, webinars, after-sales support, business and sales analysis, KPI and reporting, growth plans, social network animation, phone and video calls, and email/LinkedIn campaigns.

## APPLICATION

Please send a motivation e-mail with CV, portfolio, certificates, and reference letters to [jobs@urbanmetrix.com](mailto:jobs@urbanmetrix.com). For more information visit <https://urbanmetrix.com>