

Chief Commercial Officer

VAULTED AG, a Swiss deep-tech scale-up born out of research at ETH Zurich and the EMPA innovation ecosystem, combines world-class engineering, computational design, digital fabrication, and advanced manufacturing to rethink how buildings are designed and delivered. As the company is entering a major growth phase across Switzerland, Belgium, the UK and the US, we are looking for an experienced and entrepreneurial Chief Commercial Officer, who combines commercial drive with technical understanding, building trusted relationships with customers and translating VAULTED's technology into compelling business value.

Your Responsibilities:

- Take over qualified opportunities and drive them through technical proposals, negotiation, and contract signature (opportunity conversion)
- Lead customer conversations and translate RFS and VAULTED's digital backbone into clear business value (technical-commercial customer leadership)
- Personally drive high-quality customer presentations, proposals, and commercial materials with a clear customer value proposition
- Define priorities across customer segments, project types, and markets, and maintain a disciplined sales pipeline; own pricing logic, commercial terms and deal economics
- Build trusted strategic relationships and additional business opportunities with real estate developers, architects, engineers, contractors, corporate real estate teams, institutional owners, and partners across Switzerland, Belgium, the UK, and the US
- Develop and own VAULTED's go-to-market strategy, including marketing, in alignment with the overall company strategy set with the CEO
- Lead and develop a small, high-performing commercial team while remaining personally involved in key accounts and strategic deals
- Establish scalable commercial processes and act as the voice of the customer: bring market and customer feedback back to the CEO to refine strategy, and share insights with product and operations

Your Profile:

- Several years of commercial experience in complex technical, or project-based, or B2B environments, connected to construction, real estate, engineering, building technology, infrastructure, or related fields
- Proven track record of converting long-cycle, multi-stakeholder opportunities into signed contracts, ideally involving high-value projects or technically complex products
- Strong technical fluency: you understand an engineered system well enough to present in value credibly without a specialist in every meeting
- Experience shaping go-to-market strategy and working closely with marketing to position a technical product
- Excellent presentation and storytelling skills, the ability to assess different stakeholder groups, adapt communication, build trust and steer discussions towards decisions and results
- Entrepreneurial, hands-on leadership style: you set the commercial direction while personally owning key deals, backed by sound judgement on pricing, margins, deal economics, negotiation, pipeline prioritisation, and forecasting
- Fluency in English is required; German is a strong advantage
- Based in Zurich or willing to work primarily from Zurich, with regular international travel

Your Benefits:

- Joining VAULTED means having a visible impact and significant room for ownership while helping build a scalable technology company
- The CCO shapes go-to-market priorities while owning key accounts and deal work
- A highly international, interdisciplinary team with a strong collaborative culture and a lot of trust
- A compensation model combining fixed salary, performance-based bonus, and equity participation

We look forward to receiving your complete application documents. Please submit your application to info@ema-partners.ch. Your contact person for this position is Sabine Byland, info@ema-partners.ch