

DSwiss AG was founded in Zurich in 2008 and is one of the world's leading providers of highly secure digital services. We develop e-safes for documents and passwords as well as digital mailboxes for the delivery of bank documents. We support Europe's leading financial service providers to implement the market launch of new products in a timely manner, to meet the legal requirements of new data protection legislation and sustainably strengthen customer relationships. We are also responsible for the award-winning SecureSafe online data storage with more than 1 million users.

Would you like to be part of a collegial and highly innovative team and contribute to the growing success of our company? Are you an enthusiastic salesperson and a strong team player? Then we are exactly what you're looking for.

For our DSwiss B2B2C sales team, we are (immediately or by agreement) currently recruiting for the following position:

## Technical Solution Consultant (100%)

### Your responsibilities and goals

- Have a good understanding of customers' technical and non-technical needs and be able to show how your proposed target solution meets such needs.
- Be able to explain the added value of DSwiss products to customers.
- Develop a strong relationship between sales/project management and customers.
- Be able to document the solution architecture within the offer process.
- Summarize the many cited customer needs in an abstract form for product management.
- Be able to actively support customers in the familiarization and commissioning of our SaaS solutions.

### Your experience and knowledge

- An independent and reliable way of working, high goal orientation and strong analytical skills
- Strong characteristics as a team player, integrity, sophisticated communication and didactic skills
- Min. 3 years of experience in technical consulting or pre-sales
- Ability to inspire customers with your ideas
- Computer science education and understanding of the processes involved in the commissioning of SaaS projects
- Fluent spoken and written German and English skills

### What we offer

- A social, creative and innovative team with an active "open door" mentality
- High degree of independence, prospects for personal development and the opportunity to create something new
- The possibility to actively contribute with your own ideas and take responsibility
- Regular team events and an enjoyable work environment in central Zurich
- Attractive employment conditions, 30 days annual leave

### Ready to join our team?

We look forward to receiving your complete application via email at [jobs@dswiss.com](mailto:jobs@dswiss.com), with "Technical Solution Consultant B2B2C" in the subject line.