

ALPHOM Executive Search is a dynamic Swiss boutique search firm working exclusively on strategic positions for local as well as international firms for various industries. Currently operating from Neuchâtel and looking to extend its footprint to the Lake Geneva region, ALPHOM is looking for a:

SENIOR CONSULTANT / DIRECTOR

Offering a collaborative and flexible working environment, with the possibility to work remotely full-time or part-time, this position requires some traveling and regular participation at networking events, essentially within Switzerland. Initially home-office based, the Senior Consultant is called to set-up an office structure in the Lake Geneva region. Though this position requires strong business acumen and a keen interest in people, companies and strategies, it does not require knowledge in search and recruitment activities. A training program will be put in place by ALPHOM, taking into account the learning curve of the person.

Responsibilities:

- Promote ALPHOM and build strong and sustainable partnerships with clients in various industries,
- Identify and meet with decision-makers needing support for strategic hiring,
- Make ALPHOM a trusted partner of its clients,
- Actively search / headhunt for candidates and **deliver** as per client requirements and expectations,
- With time, build a team to further develop the business,
- Conduct economic and technological intelligence activities and offer market insights to clients,
- Work independently in a team spirit, and use a methodical, targeted and project management approach to recruitment.

Requirements:

- Full professional proficiency, oral and written, in French, English and German.
- PhD or Master's degree, proving strong analytical capabilities,
- Strong professional network in the concerned region,
- Ideally, an impactful management experience, with P&L understanding,
- Excellent interpersonal skills at a decision-making level,
- Frank and assertive personality, equipped with a good dose of humility,
- Good listening capacity combined with a strong capability to persuade and convince,
- Enthusiastic, entrepreneurial, enjoying working autonomously and organizing activities independently,
- Strong business acumen with a solid track record in Business Development and **delivery**,
- Tenacity and persistence in the pursuit of opportunities, equipped with a real spirit of conquest,
- Excellent editorial skills and ability to summarize,
- Organized, rigorous, methodical, reactive and anticipatory with strong intellectual and technological curiosity,
- Ability to develop a broad network in various sectors and to build on existing networks.

In addition to these skills, we are looking for a reliable colleague, who will be happy to work in a challenging environment where cooperation, altruism and responsibility come first: we are convinced that success in recruitment is the result of teamwork and a good understanding of client concerns and expectations, enabling to deliver results accordingly. A respectful and caring attitude towards candidates is also required.

Being a flat entrepreneurial organization, the consistently high quality of our work and our engagement towards our clients is our most cherished and recognized value. If this working environment appeals to you, and if you enjoy working with people and on people-related matters (with all its ups and downs!), we would be delighted to receive your application via jalais@alphom.com

"Sharks", "Killers", "Wolfs" and "Alpha individuals" need not apply ☺