

# Manage the challenges

together with your **Trusted Advisor**

WE ARE LOOKING FOR:  
**Partner / Head of Swiss Practice (m/f/d)**

LOCATION:  
**Remote work (ASG region)**

## WE ARE...

AdEx Partners was founded out of the drive to make complex transformation projects successful and to live management consulting differently. **Together with our customers, we define the goal and prerequisites for a successful transformation, develop tailor-made solutions and provide pragmatic support for implementation.**

As a **trusted advisor**, we support companies on both a strategic and operational level. **Independently, honestly and reliably**, we support our customers based on many years of industry knowledge, also in area of line competence. Appreciative interaction and collaborative cooperation correspond to our self-image. Through **knowledge sharing**, we achieve added value that has an impact beyond the project team.

## WE ARE LOOKING FOR...

A visionary Partner / Head of Swiss Practice (M/F/D) to elevate our clients' IT strategies to the next level. Your responsibilities include:

- **Strategic expansion and development of AdEx in all professional, structural, cultural, and personnel aspects.**
- **Leading further development of our consulting focuses on Switzerland, with an emphasis on Digital Transformation, ERP Transformation, or IT Transformation.**
- **Responsibility for planning, coordinating, and managing complex digitization programs and digital transformation processes for our clients.**
- **Development and implementation of strategic measures for customer acquisition (market development), ensuring customer satisfaction, and long-term customer retention.**
- **Significant expansion of existing customer relationships through cross-selling and up-selling.**
- **Strong sales presence in the market and active participation in sales processes using network and content expertise.**

## WHAT YOU BRING...

Passion and enthusiasm are more important to us than certificates or references, and the following skills will help you to be successful with us:

- A completed degree (e.g., in (Business) Informatics or a related field)
- Several years of professional experience, preferably at a leading international consulting firm
- Project management, coaching, and leadership experience in IT and/or business processes
- Ability to significantly expand existing customer relationships through cross-selling and up-selling
- Excellent Swiss network and strong sales affinity
- Experience in direct interaction with decision-makers and executives
- Project experience both domestically and internationally, combined with a high degree of independence and solution orientation
- Fluent German and English skills, both spoken and written
- Willingness to travel (DACH region and European countries)

## OUR OFFER...

We offer you exciting engagements with highly relevant issues and state-of-the-art technologies with well-known customers from upper medium-sized businesses to DAX corporations. In addition, you can expect a variety of other **benefits**, such as:

- A young, agile **hands-on company** with a great deal of creative freedom and **flat hierarchies**
- Performance-based, transparent **bonus system (without capping)**
- Investment opportunity in a **management equity program**
- Flexible working hours incl. **remote regulation**
- **Employee assistance program** to support employees in all areas of life
- Individual **training and personal coaching**
- **Bike leasing and fitness with EGYM Wellpass**
- **Latest hardware** (choice of smartphone) - also for private use
- **Corporate events** such as regional regulars' tables, annual kick-off and the legendary Family & Friends summer event

## YOUR FIRST STEP TOWARDS A NEW CAREER...



### Per Mail

Simply send us your CV by e-mail to [recruiting@adexpartners.com](mailto:recruiting@adexpartners.com) - no cover letter, no references or certificates.



### Per Link

If you don't have a CV at hand, a link to your well-maintained XING or LinkedIn profile is sufficient.

