

Client Partner – Robotics [Business Development Lead]

| Join the ELLEON Collective

Are you driven to build businesses that power robotics innovation and transform industries?

*At ELLEON, we are accelerating the growth of our **Robotics practice** and are looking for a Client Partner to lead business development across complex, engineering-driven programs.*

This is a senior, entrepreneurial sales role at the core of our growth strategy, owning client acquisition, account development, and the expansion of our consulting services within the Swiss Robotics ecosystem.

Why Join ELLEON?

At ELLEON, we are a collective. We empower engineers, consultants, and clients to shape the future of robotics and intelligent systems.

Within our Robotics Practice, we partner with leading organizations, from established industrial players to emerging deep-tech and AI-driven robotics innovators.

By joining us, you gain access to:

- High-impact projects in robotics, automation, and digital transformation
- A strong community of engineering professionals
- Certified leadership coaching & continuous development
- Flexible career models and a commitment to work-life balance

Your Role

As Client Partner for Robotics, you will create, grow, and scale ELLEON's business in this sector by acquiring new clients, developing strategic accounts, and positioning ELLEON as a trusted consulting partner for high-impact, long-term engagements.

This role combines **sales leadership, market development, and strategic account management**, in close collaboration with delivery and leadership teams.

Your Key Responsibilities





- Lead business development across Switzerland's robotics ecosystem (industrial automation leaders, robotics OEMs, AI/robotics startups, and advanced manufacturing players).
- Identify and secure high-impact opportunities to establish and scale ELLEON's presence in the robotics sector.

- Build trusted, executive-level relationships with key stakeholders across industry and innovation hubs.
- Shape strategic, high-value proposals and bids in collaboration with engineering teams.
- Expand key accounts by deploying ELLEON's services across complex, mission-critical programs.
- Represent ELLEON within the Swiss and European robotics ecosystem.
- Share expertise across the Footprint group in Sweden, supporting sister brands with training, business development insights, and thought leadership.


Who You Are

- Experienced business development or account management professional with a strong track record in robotics, automation, or advanced engineering industries.
- Solid understanding of the Swiss robotics ecosystem and its stakeholders.
- Proven ability to generate new business and manage strategic client accounts.
- Entrepreneurial mindset, combining strategic vision with hands-on sales execution.
- Strong leadership, networking, and negotiation skills.
- Fluent in German and English (French is a plus).

What We Offer

-  Lead ELLEON's growth strategy in the Swiss robotics market
-  Collaborate with clients on high-impact robotics and automation programs transforming industries
-  Contribute to the Footprint group's international development through thought leadership and cross-brand collaboration
-  Be part of a company that values entrepreneurship, innovation, and people-first leadership

Join Us & Build the Future - We are hiring now!

 If you are ready to drive business growth in the Swiss robotics industry and join an international collective, apply now and become part of the ELLEON Collective.

Apply today! Applications are reviewed on a rolling basis. At ELLEON, we celebrate diversity and believe in equal opportunities for all. We encourage candidates from all backgrounds and seniority to apply.