



<https://contagi.ch/job/cloud-infrastructure-business-development-leader-m-w-d/>

Cloud Infrastructure Business Development Leader (m/w/d)

Company

For one of our clients in Switzerland, we are looking for an experienced Cloud & Infrastructure Business Development Leader.

Key Responsibilities

- Lead and drive cloud and infrastructure business development in Switzerland, including pipeline generation, qualification, and closing complex transformation deals.
- Build and maintain strategic client relationships at CxO level to shape long-term cloud and infrastructure modernization programs.
- Develop compelling value propositions and differentiated offerings in close collaboration with internal teams and key partners.
- Lead proposal development, commercial modeling, and deal governance to ensure optimal delivery models and solution architectures.
- Position the company as a strategic partner through thought leadership and continuous monitoring of market trends and product developments.

Requirements

- 15+ years of experience in cloud, infrastructure, or technology consulting with a strong business development track record.
- Proven success in selling or driving cloud/infrastructure business.
- Strong executive presence, communication skills, and ability to influence key client stakeholders.
- Prior experience working in Switzerland.
- Experience working in a similar role at a global system integrator (GSI).
- Experience leading multi-year transformation programs and complex cloud/infrastructure deal cycles.
- German language proficiency is preferred.

Perspective

- A strategically important role with high impact on business development and growth in a dynamic market.
- Extensive development opportunities within a globally operating company focused on future-oriented technologies.

Contact Person

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Arbeitgeber

contagi

Arbeitspensum

Vollzeit

Start Anstellung

ab sofort

Dauer der Anstellung

unbefristet

Arbeitsort

Remote work from: Switzerland

Veröffentlichungsdatum

19. Juni 2026

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