



Tailoring relocation solutions

We have been striving for business excellence since the foundation of the company over 42 years ago. Constant quality and customer orientation has led to continuous growth and market leadership. With nine offices across Switzerland, we provide a wide range of relocation solutions. We support expatriates and international companies with pre-hire orientation tours, home search assistance, school search, immigration and settling-in services. Our services range from international removals to furniture rental. Behind our success are 150 experienced and talented employees who constantly aim to exceed customers' expectations.

Director Corporate Business

In this role you will be responsible for the management and the coordination of the group's international corporate sales and account management activities in relation with our European expansion strategy. This includes responsibility to sustainably grow revenue and market share in Switzerland and across Europe from existing accounts as well as generating new business. Together with your team of currently 8 mobility professionals, you will be accountable for the maintenance and development of excellent customer relationships. You will be expected to lead and motivate your team and to coordinate sales and account management activities to ensure maximum leverage of your teams' resources. You will work closely with our Marketing team to continuously review and redefine our product and service range to answer changing customer needs.

You will also act as a relationship manager for corporate accounts which engage Packimpex' multiple mobility services. As such you will need to develop a strong relationship with the key contacts of our clients' mobility teams and strive to meet their high expectations with regards to service and communication standards.

We are looking for a positive, dynamic and strong management personality with a university degree and / or equivalent work experience. We are looking for an experienced professional with a minimum of 5 years' experience in international mobility (Destination and immigration services, removals, temporary housing or other related activities). You have a proven track record of growing sales and market share in the relocation industry in an international environment. You should have excellent communication skills and be fluent in English (verbal and written), German and / or French as well as any other additional language would be an advantage.

You will have to work autonomously and take initiatives on a managerial level. You need to be customer oriented, flexible, highly organized person with a structured work approach. You must be diplomatic, open-minded, and have good problem-solving skills. You should be a fast learner, technology driven and resilient to stress, be attentive to detail while able to keep in mind the bigger picture. You need to know how to summarize, focus on clear objectives and communicate them professionally and you must be able to draw conclusions from reports and implement process enhancements through strong leadership and coaching.



We offer the ideal candidate a challenging job in a dynamic multinational environment with a high level of autonomy and a rare opportunity to implement ideas and leaving a personal mark in a mid-sized business.

If you fit the above profile, are open to travel within Europe and especially to Switzerland, and feel that you can fill the role with initiative and a proactive “can-do” attitude, please send your application **by e-mail** to: application@packimpex.ch

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