



Job Description

Account Manager Switzerland & Germany

(Strategic Growth & Partnership)

**We are hiring: Account Manager – Shape the Future of Premium
Aviation Hospitality Relations**

Join CLOUD50, one of Europe's most forward-thinking hospitality company, redefining luxury catering and client hospitality across Switzerland and Germany.

What We Offer

At CLOUD50, we believe in collaboration over hierarchy and in ambition with integrity.

This role is designed for someone ready to think beyond “account management” — for a strategic partner who wants to shape the next chapter of CLOUD50's growth.

This is not a standard commercial role — it's a leadership position within a boutique powerhouse.

You'll work directly with the CLOUD50 Management to expand our client base, strengthen key partnerships, and co-develop new business verticals across Switzerland, Germany, and beyond.

You will play a central role in building the foundations for our future DACH operations, bridging brand, business, and relationships in one powerful, people-first mission.

Highlights of what you can expect:

- **Strategic Leadership:** Manage, develop, and grow key client partnerships while driving the commercial direction of CLOUD50 in Switzerland and Germany.
- **Direct Management Interface:** Report directly to the CLOUD50 Management and collaborate on business strategy and financial planning.
- **Entrepreneurial Influence:** Co-create new business models, product offerings, and market approaches as part of the leadership circle.
- **Financial Participation:** Attractive performance- and profit-sharing structure rewarding long-term success.
- **DACH Growth Mandate:** Lead the commercial groundwork for future expansion into Austria and the broader DACH region.
- **Cross-Divisional Collaboration:** Work hand-in-hand with culinary, operations, and innovation teams to build integrated client solutions.
- **Purposeful Culture:** Be part of a company that believes in shared growth, transparent leadership, and true partnership — where ambition meets balance.



Job Summary

As Account Manager Switzerland & Germany, you are a cornerstone of CLOUD50's strategic development and market expansion.

You are not just managing accounts — you are building the commercial and relational architecture that enables our next level of growth.

You will manage premium partnerships in aviation, luxury hospitality, and corporate segments, while identifying new opportunities for company and market evolution.

At the same time, you'll work directly with the management team to shape strategy, revenue models, and operational frameworks for the DACH region.

This position combines business intelligence, emotional leadership, and entrepreneurial thinking.

You'll lead through trust and collaboration — influencing how we grow, whom we partner with, and how we define excellence across borders.

At CLOUD50, we don't just want employees — we want partners who grow with us, build with us, and believe in the long-term vision: to create the most respected, modern, and soulful hospitality ecosystem in Europe.

Main Duties & Responsibilities

Strategic Growth & Leadership

- Act as a commercial co-lead with direct input into strategy and business development for the DACH region.
- Collaborate with the CLOUD50 Management on market planning, pricing structures, and financial targets.
- Identify and shape new revenue streams (aviation, retail, experiences).
- Represent the brand in client, partner, and strategic network discussions.

Client Relations & Business Development

- Build, manage, and expand long-term client relationships across Switzerland and Germany.
- Translate complex client requirements into actionable operational strategies.
- Develop and execute multi-market account plans aligned with revenue and brand objectives.
- Drive acquisition of new key accounts and partnerships in private and corporate aviation sectors.

Operational Excellence

- Coordinate with culinary, operations, and logistics departments to ensure flawless client delivery.
- Monitor service performance, KPIs, and operational alignment with brand standards.
- Prepare and present regular business reviews, sales reports, and client insights to management.
- Ensure data-driven decision-making through KPI tracking and market intelligence.
- Lead internal communication to guarantee consistency between vision and execution.

Brand & Representation

- Serve as brand ambassador in all clients and partner interactions.



- Represent CLOUD50 at trade events, summits, and executive briefings.
- Support cross-divisional marketing and brand-building initiatives.

Financial Accountability

- Develop forecasts, budgets, and growth reports for management.
- Track sales performance and profitability; recommend improvements and reinvestment strategies.
- Participate in profit-sharing and long-term incentive programs tied to regional success.

Qualifications & Skills

Education

- Certified Degree in Business Administration, Sales, Marketing, or Hospitality Management.
- Further education in strategic management, finance, or leadership is an asset.

Work Experience

- Minimum 7–10 years of experience in account management, business development, or commercial leadership.
- Background in premium hospitality, aviation catering, or lifestyle brands preferred.
- Experience in managing complex client structures and multi-market operations.
- Proven ability to translate strategy into measurable growth.

Technical Skills

- Expert Strong financial literacy (budgeting, P&L, forecasting).
- Expertise in CRM systems and sales management tools
- Exceptional presentation, negotiation, and stakeholder communication skills.
- Proficiency in data-driven decision-making, reporting dashboards, and CRM analytics.
- Deep understanding of cross-border market dynamics (Switzerland, Germany, Austria).
- Driving licence (Class B) mandatory.

Soft Skills

- Natural Entrepreneurial mindset with a collaborative leadership style.
- Strategic thinker with the ability to execute under pressure.
- Emotionally intelligent, persuasive, and trustworthy communicator.
- Hands-on mentality paired with structured, analytical approach.
- Motivated by long-term success and shared ownership.

Language Skills

- German: required (native or fluent)
- English: required (native or fluent)
- French: an advantage



Employment Details

- Title: Account Manager Switzerland & Germany (Strategic Growth & Partnerships)
- Department: CLOUD50 Switzerland
- Employer: CLOUD50 Switzerland GmbH
- Type of Employment: Full-time, permanent (Swiss law)
- Reporting Line: CLOUD50 Management
- Schedule: Zurich based; Monday–Friday, remote and flexible with travel requirements up to 30 % across Europe.
- Compensation: Performance-based package with profit participation, reflecting the strategic importance and long-term growth potential of this key role within CLOUD50.
- Career Development: Long-term growth potential toward Head of DACH or Director of Commercial Strategy

Performance Indicators

- Market growth and new business development
- Regional sales and profit performance
- Client retention and satisfaction metrics
- Strategic project success and cross-functional collaboration
- Contribution to CLOUD50's DACH expansion and innovation goals

Ready to join our journey?

Send us your CV and portfolio to careers@cloud50.ch and become part of the CLOUD50 Family – where precision meets passion, and every detail defines excellence.

TCA-GROUP Values

Excellence

We raise the bar every day, delivering Michelin-level results under pressure and at altitude.

Authenticity & Integrity

We remain real, respectful, and trustworthy, honoring our word and our discretion.

Innovation & Creativity

We dare to rethink inflight gastronomy, combining bold ideas with practical solutions that work in the air.



Responsibility

We take ownership for people, planet, and products: from ethical sourcing to safety and sustainability.