

Head of N. America Manufacturing and Operations

Daphne Technology is an award-winning climate deep-tech company focused on solving the GHG challenge in tough-to-decarbonise industries. The Company is based in Switzerland, with subsidiaries in the US, Norway and Singapore and a local presence worldwide. This is a unique opportunity to join a fast-growing company with a mission to set up an entire department that will scale up fast in the future.

We are seeking an experienced **Head of N. America Manufacturing and Operations** to join us. Reporting to the Reporting to the Head of N. America, you will be responsible for establishing and optimising the operational strategy and processes for all our solutions (PureMetrics, SlipPure Marine & SlipPure Land) from manufacturing to after-sales services. The initial focus will be establishing at-scale manufacturing and enhancing the existing supply chain, procurement and commissioning capabilities.

Your key responsibilities:

The Head of Operations will have three core responsibilities

1. Manufacturing
 - Establish at scale manufacturing in Houston
 - Undertake make vs buy analysis for key components considering costs, IP protection and other strategic factors
 - Design and define operation processes to ensure operational workflow efficiency
 - Oversee day-to-day business operations, ensuring targets are met from order placement to after-sales service
2. Supply chain and procurement
 - Oversee existing supply chain and procurement capabilities
 - Establish systems and processes to manage existing and new vendors
 - Leading supplier negotiations to secure gross margins and profitability in all operation processes
3. Commissioning
 - Oversee existing commission capabilities
 - Establish processes and expand teams as required to ensure safe and effective installation of Daphne products for both land and marine customer

In addition to the three core points above, the Head of Operations is expected to support other initiatives as required.



Your qualifications:

- Min. 10 years of experience in an operation manager position, preferably in a complex engineering product and a scale-up environment
- Proven experience in setting up & optimising operation processes
- At least three years of experience in managing diverse teams
- Higher education in any technical field
- Strong communication skills, with the ability to communicate ideas, negotiate with various stakeholders and build strong relationships
- Ability to lead a team and engage them with common goals
- Strong influence skills and problem-solving mindset
- Working in a highly dynamic, fast-growing and international environment
- Six Sigma or other Lean Manufacturing qualifications or capabilities

As the Head of Operations, you will be required to travel approximately 20% of the time. This position will be based in our office in Houston, USA, with an expected start date no earlier than September 2024.

Interested in joining a dynamic work environment where you can have a real impact? Please send your application via email to careers@daphnetech.com.

We look forward to receiving your application and thank you for your interest in this career opportunity.