

Head of Industry & Real Estate Development

m/w/d, Basel-Stadt

For our client, **EuroAirport Basel Mulhouse Freiburg** we are seeking an entrepreneurial and committed personality for the position of **Head of Industry & Real Estate Development** as part of an executive search mandate. **Region Basel (Trinational Environment)**

In this strategically important role, you will be responsible for the commercial management and further development of an industrial business area, including its real estate activities and strategic repositioning. Your main objective is to systematically develop new sources of revenue from existing clients and to acquire new industrial partners, thereby contributing to the sustainable development of the organisation's industrial portfolio.

You will operate within a complex infrastructure platform at the intersection of industry, real estate and aviation. A particular focus lies on aviation-related industries such as MRO (Maintenance, Repair and Overhaul), FBO (Fixed Base Operators) and related industrial partners.

The role combines entrepreneurial thinking with operational execution and requires a strong ability to develop commercial utilisation concepts, manage client relationships and drive strategic initiatives in a multi-stakeholder environment.

You will report directly to the Chief Commercial Officer and collaborate closely with internal departments as well as external partners across the trinational ecosystem.

Your Responsibilities:

Strategic Development & Real Estate Management

- * Develop and design utilisation concepts for existing and future industrial and commercial spaces
- * Prepare business cases, conduct scenario analyses and evaluate investment requirements

Job Profil

-  Administration - Sales
-  Basel-Stadt
-  Festanstellung
-  Vollzeit
-  Sales, Business development



Klingt interessant?

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- * Monitor market developments, industry trends as well as technological and logistical evolutions
- * Prepare regular activity and performance reports for senior management
- * Support budget planning, financial steering and controlling of real estate development activities

Commercial Development & Customer Management

- * Proactively manage and develop existing commercial clients and partners
- * Identify, prospect and acquire new industrial and aviation-related partners
- * Build and maintain long-term client relationships and ensure customer satisfaction
- * Develop and implement customer retention and loyalty measures
- * Analyse customer behaviour and identify opportunities for business growth and optimisation

Institutional Relations & External Representation

- * Represent the organisation at industry events, trade fairs and professional forums
- * Contribute to the organisation of client and institutional events
- * Build and maintain relationships with institutional stakeholders and industry partners
- * Actively support the positioning and visibility of the organisation and its brand

Internal Collaboration & Cross-Functional Projects

- * Participate in cross-functional projects involving multiple departments
- * Collaborate closely with internal stakeholders across technical, commercial, marketing and finance functions
- * Ensure alignment and consistency across development initiatives and commercial activities

Your Profile:

For this strategically relevant and development-oriented role, we are looking for a commercially driven and entrepreneurial personality with a strong hands-on mentality.

Ideally, you bring the following qualifications and experience:

- * Master's degree in Business Administration, Engineering Management, Real Estate, Finance or a comparable field
- * Several years of relevant professional experience in strategy consulting, corporate development, real estate development or investment-related roles
- * Proven experience in business negotiations, contract structures and partnership models
- * Strong understanding of industrial, infrastructure-driven or ideally aviation-related value chains
- * Experience in developing business cases, financial analyses and investment scenarios
- * Ability to structure complex topics and derive actionable insights
- * Strong project management and stakeholder coordination skills
- * Excellent communication and negotiation skills
- * Fluency in German, English and French would be a plus

Your Personality

You thrive in a complex, international and multi-stakeholder environment and are able to align diverse interests.

In addition, you are characterised by:

- * Strong entrepreneurial mindset combined with strategic and operational thinking
- * High level of initiative and ownership
- * Structured, analytical and solution-oriented working style
- * Strong interpersonal skills and the ability to build trust with various stakeholders
- * Persuasiveness and confidence in communication and negotiation
- * Team spirit and ability to collaborate across functions and cultures

Our Offer:

You can expect a highly dynamic and strategically relevant role within an international and multidisciplinary environment.

The position offers:

- * A key role with direct exposure to executive management

- * A unique environment at the intersection of infrastructure, industry, real estate and aviation
- * Significant scope to actively shape business development and utilisation strategies
- * Collaboration within an international and trinationl ecosystem

Attractive employment conditions and modern working models

Das klingt nach einer spannenden Position?

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