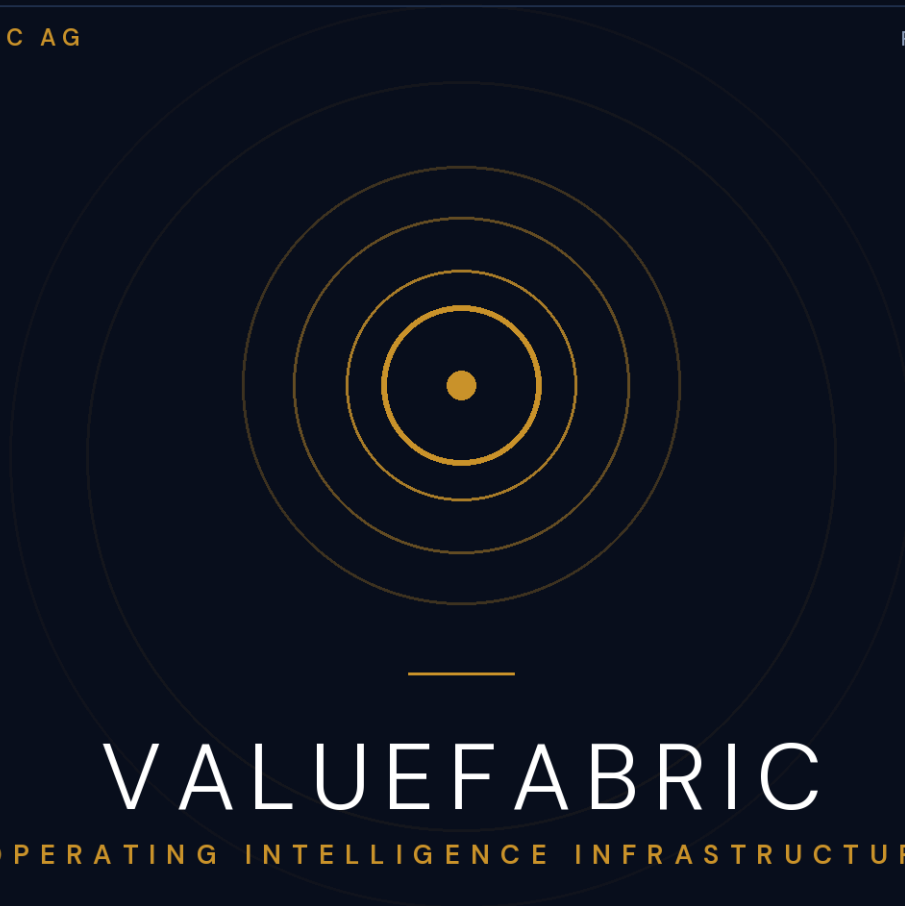




VALUEFABRIC

OPERATING INTELLIGENCE INFRASTRUCTURE

Founding Commercial Partner & Business Developer

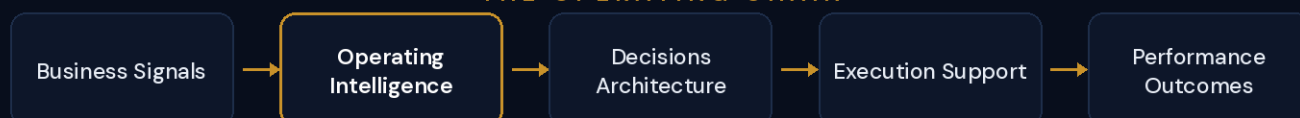
Manufacturing · Production · Industrial Companies

ERP-DRIVEN MANUFACTURING · PERFORMANCE-BASED · EQUITY

USA · Europe · Middle East · Asia-Pacific

VALUEFABRIC AG · REMOTE / INTERNATIONAL

THE OPERATING CHAIN



FOUNDING COMMERCIAL PARTNER / BUSINESS DEVELOPER

Build our manufacturing vertical internationally

INDUSTRY FOCUS Manufacturing · Production · Industrial	TECHNOLOGY ERP-driven manufacturing environments	ENGAGEMENT Performance-based · Equity
LOCATION Remote / International	FOCUS REGIONS USA · Europe · Middle East · Asia-Pacific	COMPANY ValueFabric AG

THIS IS NOT AN EMPLOYEE VACANCY

ValueFabric is looking for a Founding Commercial Partner / Business Developer — Manufacturing & Production to help build our manufacturing vertical internationally.

Not a traditional salaried sales position.

Not consulting.

Not a fractional business-development assignment.

It is an **entrepreneurial role for someone who understands manufacturing, has access to senior industry relationships and wants to build a market together with ValueFabric.**

Commercial participation is based on performance, contribution, revenue creation and long-term value creation, with the potential for equity participation.

ABOUT VALUEFABRIC

Operating Intelligence for manufacturing and production

ValueFabric is building an Operating Intelligence Infrastructure for mid-market companies, Private Equity, Venture Capital, Family Offices and their portfolio companies.

Our operating architecture connects:

**BUSINESS SIGNALS → OPERATING INTELLIGENCE → DECISIONS ARCHITECTURE →
EXECUTION SUPPORT → PERFORMANCE OUTCOMES**

For manufacturing and production companies, ValueFabric connects operational and financial information already available across ERP, production, finance and other systems to the decisions management needs to make.

The objective is to help management:

- detect performance deterioration earlier;
- understand connected operational and financial signals;
- identify where margin and cash are at risk;
- prioritise interventions;
- strengthen execution;
- and measure whether the intervention actually created value.

WHY MANUFACTURING & PRODUCTION?

Connect the signals that are still reviewed separately

Manufacturing companies generate large amounts of data across:

- ERP;
- MES and production systems;
- finance;
- procurement;
- maintenance;
- warehousing;
- supply chain;
- CRM;
- planning;
- and business-intelligence systems.

Yet many important signals are still reviewed separately.

ValueFabric helps connect signals such as:

MAINTENANCE BACKLOG → DOWNTIME → OEE → PRODUCTION PERFORMANCE →
WIP & INVENTORY → OTIF → MARGIN → WORKING CAPITAL → CASH

This allows management to move from looking at isolated KPIs to understanding developing performance trajectories.

ERP-DRIVEN, BUT ERP-AGNOSTIC

An intelligence layer above the ERP — not a replacement

ValueFabric has started its manufacturing development around SAP environments because of their operational complexity and importance within larger manufacturing organisations.

The architecture, however, is ERP-agnostic.

Relevant environments can include:

- SAP;
- Microsoft Dynamics;
- Oracle;
- Infor;
- IFS;
- Epicor;
- Sage;
- and other manufacturing ERP platforms.

ValueFabric does not replace the ERP. The ERP remains an important source of trusted transactional and operational information.

ValueFabric adds the Operating Intelligence layer connecting:

**DATA → BUSINESS SIGNALS → DECISIONS → INTERVENTIONS → PERFORMANCE
OUTCOMES**

YOUR MANDATE

Build the ValueFabric manufacturing market

Your responsibilities include:

- identifying priority manufacturing companies;
- opening relationships with CEOs, CFOs, COOs, CIOs and operations leaders;
- activating relationships within ERP and manufacturing ecosystems;
- identifying relevant PE-backed manufacturing companies;
- developing partnerships with ERP firms, systems integrators and manufacturing specialists;
- identifying design-partner opportunities;
- creating qualified commercial pipeline;
- developing opportunities from first conversation through conversion;
- supporting commercial proposals and negotiations;
- and building recurring ValueFabric business.

You are not simply generating introductions.

You are expected to develop opportunities and remain commercially involved through conversion.

TYPICAL CLIENT PROBLEMS

The conversation starts with the business problem

Relevant conversations may include:

- margin pressure;
- OEE deterioration;
- production inefficiency;
- downtime;
- maintenance backlog;
- scrap and rework;
- production schedule adherence;
- inventory and WIP;
- supplier performance;
- procurement costs;
- OTIF;
- working-capital pressure;
- cash conversion;
- forecasting;
- and fragmented operational visibility.

The conversation starts with the business problem — not with AI.

WHAT WE BRING TO MARKET

Entry points into one Operating Intelligence layer

Potential ValueFabric entry points include:

- **Manufacturing Performance Intelligence**

Connecting financial, operational and commercial Business Signals into one management decision environment.

- **Diagnostics & Assessments**

Identifying emerging margin, cash, working-capital and operational risks.

- **13-Week Liquidity & Working Capital Control**

Particularly relevant for inventory-intensive and working-capital-sensitive manufacturers.

- **Value Creation Programs**

Connecting:

DETECT → INTERPRET → DECIDE → EXECUTE → MEASURE → LEARN → PROVE

- **Execution Support**

Helping turn identified opportunities into accountable interventions and measurable outcomes.

- **Performance Signal Engine**

The recurring Operating Intelligence pathway for monitoring critical Business Signals continuously.

PRIVATE EQUITY OPPORTUNITY

One relationship, multiple portfolio companies

Manufacturing is an important Private Equity value-creation sector. One PE relationship may provide access to multiple manufacturing portfolio companies.

This creates a pathway from:

PE FIRM → PORTFOLIO COMPANY → BUSINESS SIGNALS → INTERVENTION →
PERFORMANCE OUTCOME → PORTFOLIO LEARNING

Experience with Private Equity-backed manufacturers is therefore particularly valuable.

WHO WE ARE LOOKING FOR

Manufacturing credibility with commercial ownership

You may come from:

- manufacturing;
- industrial technology;
- ERP;
- SAP ecosystem;
- systems integration;
- MES;
- supply chain;
- manufacturing software;
- finance transformation;
- operational excellence;
- industrial consulting;
- or Private Equity portfolio operations.

Ideally, you bring:

- an established manufacturing network;
- senior executive relationships;
- experience creating new business;
- understanding of ERP-driven environments;
- experience with complex B2B sales;
- commercial negotiation capability;
- and an entrepreneurial mindset.

WHAT SUCCESS LOOKS LIKE

Measured through commercial outcomes

Success is measured through:

- qualified manufacturing accounts;
- senior executive conversations;
- ERP ecosystem partnerships;
- design partners;
- PE portfolio introductions;
- qualified opportunities;
- paid engagements;
- revenue;
- and recurring Operating Intelligence opportunities.

The progression is:

**RELATIONSHIPS → OPPORTUNITIES → CLIENTS → REVENUE → RECURRING
REVENUE**

THE COMMERCIAL & EQUITY MODEL

Based on performance and long-term value

This role is based on performance and long-term value creation. The structure may combine:

- performance-based compensation;
- revenue participation;
- milestone-based economics;
- and equity participation.

Equity participation should reflect contribution, commitment, commercial performance and long-term company-building value, and remains subject to the applicable ValueFabric corporate and governance arrangements.

The principle is straightforward:

CREATE VALUE → PARTICIPATE IN THE VALUE CREATED

WHAT THIS IS NOT

Who this role is not for

This role is not for:

- candidates primarily seeking a fixed salary;
- traditional sales representatives waiting for leads;
- ERP consultants seeking another implementation assignment;
- fractional business developers;
- networkers without commercial ownership;
- or people looking for a title without measurable targets.

We are looking for an entrepreneur — not an employee.

INTERESTED IN BUILDING VALUEFABRIC WITH US?

Tell us what you could build in your first 90 days

Send us a short introduction covering:

- your manufacturing background;
- ERP or SAP experience;
- your strongest geographic markets;
- your relevant executive network;
- examples of business you have personally created and closed;
- relevant Private Equity experience;
- and what you believe you could build with ValueFabric during your first 90 days.

contact@value-fabric.com

ValueFabric AG · Operating Intelligence Infrastructure

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