

*AF Chemicals Ltd is a Swiss based leading provider and processor of fluoride-based raw materials with global sales activities and local representations in Asia and Eastern Europe.*

**To support the ongoing expansion, we are looking for a:**

## **SENIOR SALES DIRECTOR**

You are hunter-minded, target driven and ambitious in your client approach and highly skilled at establishing and maintaining new customer relationships. You must have a technical mind set and be a winning personality, still a good listener, with a positive and service-minded attitude. You have experience in working independently in an international industrial environment.

### **Responsibilities**

- You will have a leading position and will continue to develop and execute the growth strategy
- You will be the technical competency head and drive and convert customers to our products
- You will drive the R&D strategy and development and bring products to market
- Grow sales (door opening, deal closing) and participate in customer visits and exhibitions
- Manage commercial activities such as goals, small sales teams, marketing campaigns, conferences, exhibitions, etc.
- Responsible for the financial planning on the sales side
- Responsible for the development projects

### **Skills and Experience you bring along**

- BSc/MSc in STEM fields, preferably metallurgy or chemistry, is a pre-requisite, MBA is a plus
- 7+ years of experience in international sales
- 5+ years of industrial / engineering / management expertise with a focus on chemicals and additives
- Expertise in key industries / sectors such as Steel, Abrasives, Welding and/or Foundry Chemicals
- Relevant senior leadership experience in an international and complex environment with a successful track record
- Evidence of strong business and strategic acumen
- Proven track record of implementing strategic innovations and new technologies

### **Personal Competencies**

- Convincing personality with senior experience interacting with C-level and a strong customer- and service-oriented mindset
- Strong ability to identify opportunities and transform them into results
- Talented negotiator and good at closing deals
- Self-motivated, structured, and independent working style with a pragmatic and hands-on approach
- Trustworthy, with a reassuring, convincing manner, results-driven and committed to reaching targets
- Team player with excellent interpersonal and communication skills
- Proficiency in English, German and fluency in any other language is an advantage
- Willingness to travel 30-40%

We offer a dynamic, innovative, and challenging environment. We ask for high flexibility from you and in return offer a high degree of autonomy. This position is based in **Zurich or Schaffhausen, Switzerland** with frequent international traveling. We are seeking the most talented professionals and are looking forward to receiving your application and CV. Please send all documents to: [hr@afchemicals.com](mailto:hr@afchemicals.com)