



*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, North America and Europe.*

As part of our continued global growth, we're looking for a visionary and driven

### **Managing Director Sales**

to lead our international commercial strategy. This high-impact role blends strategic leadership, technical insight, and global team management. It's ideal for someone who thrives in fast-paced industrial environments and knows how to turn innovation into customer value.

You will take the lead in expanding our global presence by integrating commercial excellence with deep technical knowledge. Your work will shape strategic direction, enhance performance, and motivate cross-functional teams to deliver advanced additive solutions for the steel, aluminum, and chemical industries.

#### **Responsibilities:**

- Define and execute our global business growth strategy
- Identify new market opportunities and shape compelling value propositions
- Guide R&D and oversee product development from concept to launch
- Lead international sales operations and marketing initiatives
- Oversee financial planning, forecasting, and performance analysis
- Manage and develop global teams across geographies and disciplines
- Ensure strategic alignment across technical, commercial, and product functions

#### **Desired Skills & Experience:**

- Bachelor's or master's degree in a STEM field (preferably metallurgy, chemistry, or related)
- 7+ years of international sales leadership with a proven growth track record
- 5+ years in industrial, engineering, or management roles focused on chemicals, additives, or advanced materials
- Deep expertise in steel production and metallurgical workflows
- Strong leadership in complex, multicultural environments
- Demonstrated success in driving innovation and implementing strategic initiatives

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- Sharp business acumen and ability to turn market insights into action
- Willingness to travel regularly and lead globally

Looking for the **most talented professionals**, AF Chemical is proud to be an **equal opportunities employer**. Our commitment is to provide you with the best possible recruitment experience and a neutral assessment of your CV and application. Your skill set, education, and experience are what we focus on. We therefore kindly ask you to support us on this matter by refraining from including any personal details (such as picture, gender, marital status, etc.) on your CV. Please apply [here](#).