



AF Chemicals is a leading supplier in the metals industry, specializing in providing innovative and high-quality desulfurization solutions and performance-boosting additives. Engineered in Switzerland, our products enhance efficiency, extend refractory life, and minimize material consumption. By implementing our solutions, a significant reduction in CO2 emissions is achieved, making production processes more environmentally friendly. With our significant global presence and unwavering commitment to research and development, we strive to consistently deliver top-tier products that drive industrial performance and foster a sustainable future in the metals industry.

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

MD Sales & Operations

We are seeking a self-motivated, target-driven leader to spearhead our sales strategy and manage sales teams. Your primary focus will be on driving sales, adopting a proactive and ambitious approach to client relationships. Additionally, you will employ your technical mindset and leadership abilities to support operational aspects at our facilities. Your robust leadership should be balanced with attentive listening skills and a positive, service-minded attitude. The ideal candidate will have experience working independently in an international industrial environment, with a proven track record in leading sales teams.

<p>Responsibilities</p> <ul style="list-style-type: none"> • Take a leading role in developing and executing our growth strategy. • Drive sales growth through new client acquisition (door opening) and deal closing. Participate in customer visits and exhibitions. • Manage our sales teams and oversee marketing campaigns, conferences, exhibitions, etc. • Supervise operations at our processing facilities across Europe, Africa, and Asia, ensuring efficient and effective operations. • Monitor the R&D strategy, oversee product development, and bring products to market. 	<p>Skills and Experience you bring along</p> <ul style="list-style-type: none"> • BSc/MSc in STEM fields, preferably metallurgy or chemistry with additional qualification in Business Administration -OR- a solid degree in Business with further education and proficiency in a relevant technical discipline. • 7+ years of experience in international sales into the metal industry • Expertise in key industries such as Steel or Primary and/or Secondary Aluminium • Relevant leadership experience in an international and complex environment with a successful track record • Evidence of strong business and sales acumen • Proven track record of implementing new products • Highly self-motivated, demonstrating the drive to achieve and exceed set targets.
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Personal Competencies

- Convincing personality with experience in interacting with decision makers
- Strong customer- and service-oriented mindset
- Strong ability to identify opportunities and transform them into results
- Self-motivated, structured, and independent working style with a pragmatic and hands-on approach
- Team player with excellent interpersonal and communication skills
- Proficiency in English 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 preferably based in **Switzerland or remote** with frequent international traveling. We are seeking the most talented professionals and are looking forward to receiving your application and CV. Please use following link to apply:

<https://forms.monday.com/forms/b7cb5a860a4bbe4c4a3cc6d9c4da2cb0?r=use1>