



Zeller is the leading Swiss producer of phyto-medicines. With our own R&D and state-of-the art production facilities, we have successfully developed and launched a range of brands that enjoy a wide acceptance, both in Switzerland and worldwide. The strategic objective is to expand our global business. To support this aim, we are looking for an internationally experienced business person.

## **International Business Development Manager (100%)**

### **Your task:**

Your task will be to aggressively seek and pursue business opportunities with existing customers, to identify and exploit new business opportunities and to win new customers in strategically defined regions. On a daily basis, you will drive business – prospecting, negotiating, and closing deals from the initial contact through to the signing of the agreement. You will prepare marketing presentations and do market research in selected regions. You will report directly to the Director of the international Division.

### **Your profile:**

For this key position, we are looking for a dynamic business professional with a proven track record of international market development, preferably in the field of pharmaceuticals, or in other businesses with similar market mechanisms (e.g. fine chemicals, vitamins). You have a pharmaceutical or other scientific background and, ideally, an advanced business degree. You are a skilled negotiator and possess excellent communication and interpersonal skills. Ideally, you have several languages, but **absolute fluency in German and English**, both written and verbally, is a must.

### **Our offer:**

This is your opportunity to contribute to the successful international expansion of a small, agile pharmaceutical manufacturer. Here you can exploit your international business skills to the fullest. A solid compensation package rewards your efforts and success.

If this is a challenge for you, send your application electronically **in English** (motivation letter and short CV only) to: **[bewerbung@zellerag.ch](mailto:bewerbung@zellerag.ch)**

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