

Head of International Sales & Operations (m/f/d)

Drive Growth. Develop Markets. Take Responsibility.

B.Well Swiss AG, headquartered in Widnau, Switzerland, develops and distributes high-quality medical devices for the homecare market. With an international distributor network spanning more than 35 countries, a growing e-commerce organisation and short decision-making processes, the company is entering an exciting new phase of international growth.

To support the next stage of its development, we are looking for an entrepreneurial and commercially driven leader to join the company as **Head of International Sales & Operations (m/f/d)** and play a key role in shaping its future international success.

Your Responsibilities

You will take overall responsibility for the international sales organisation and drive the continued growth of B.Well Swiss AG. Working closely with existing distribution partners, you will identify new business opportunities, further develop the international distributor network and expand into new markets.

During the initial phase, you will also coordinate the cross-functional collaboration between Sales, Logistics, Regulatory Affairs, Packaging and Sales Administration. Your objective will be to further develop existing structures, set clear priorities and establish the foundation for sustainable international growth. In addition, you will support the continued development of the company's international e-commerce business together with the existing team.

Your Profile

You have several years of experience in international B2B sales and a proven track record of successfully developing international markets and distributor networks. You combine an entrepreneurial mindset with a pragmatic, hands-on approach and thrive in a dynamic SME environment.

Ideally, you have gained experience within a regulated industry and the FMCG sector and understand the requirements of international markets. Experience within the medical device industry is an advantage but not essential.

Fluent English is essential. German and/or Russian language skills are also required. Additional language skills are considered an asset.

What We Offer

This is a key leadership position offering significant entrepreneurial freedom and direct influence on the future development of the company.

If you are looking for a long-term career opportunity with an attractive, performance-oriented compensation package, we look forward to receiving your application.



SCHÖNENBERGER AG



Kontakt

Roman Hächler

E-Mail: roman.haechler@pms-schoenenberger.com

Tel: +41 71 227 24 49

Referenz - 4008