

We are hiring a

## **Sales & Business Development Manager (100%)**

*We are a Zurich-based startup transforming beans and pulses into minimally processed, protein-rich ingredients for the food industry. Pulses, especially fava beans, are increasing in popularity as a food ingredient due to their high protein content and European origin. Some of the main challenges in working with pulses include off-flavors, limited functionality and a dark color. At Fabas, we have developed a technological process to tackle these challenges, providing a clean-label ingredient from fava beans with great taste that functions in alternative dairy applications without the need for additives.*

*As **Sales & Business Development Manager**, you support the commercial team to develop our sales pipeline in Switzerland and the EU.*

*Do you share our values? We foster ownership by empowering each other every day, while staying curious and on discovery to deliver the best quality for our customers.*

### **Your Tasks**

- Generate leads through outreach activities, e.g. cold calling, emails, industry events
- Convert leads into prospects and later on deals, manage the pipeline
- Drive early-stage and growth sales, negotiating terms, and establishing sustainable revenue channels.
- Achieve assigned organizational objectives for sales, profits, volume, product mix
- Provide feedback on current and future requirements from the market, and customer satisfaction level and play an active part in shaping the product development & road-map
- Maintain the CRM up to date
- Build and maintain relationships with existing customers
- Negotiate pricing and conditions with customers
- Support in go-to-market activities like co-branding or sales channel strategies

### **Your Profile**

- Permanent resident in Switzerland or the DACH region
- Excellent communication, presentation, and negotiation skills
- Ability to operate at strategic and tactical levels
- A strong sense of urgency with the ability to focus resources to achieve results
- Ability to plan and execute in the short term and long term
- Proficiency in English and German, other languages are an advantage
- A proactive, self-starting with a drive to innovate and "hands-on" mentality
- Ability to adapt to a dynamic environment in a start-up and work independently
- Frequent national and international travel

**Competencies**

- At least 2 years of experience in the FMCG, or a closely related to the food industry, preferably in B2B ingredient sales
- Good understanding of food technology and manufacturing processes for plant based products
- Established network and good knowledge of the plant based market environment
- Strong understanding of the customer journey within B2B food markets, capable of translating customer needs into product positioning and messaging
- Experience in negotiating contracts and establishing partnerships
- Ability to work collaboratively with a team to achieve results in a team environment and to set up necessary structures if needed
- Excellent Problem Solving/Analysis skills
- Results Driven Mindset
- Driving licence

**What We Offer**

- A challenging position with a great team in an exciting technology industry
- Comprehensive company benefits
- Competitive salary
- Flexible working hours
- Starting date: May 2026 or upon availability

Please send your application (including CV and cover letter) to [hr@fabas.ch](mailto:hr@fabas.ch)