

Koa Switzerland AG is a Swiss-Ghanaian startup in its growth phase, active in the field of cocoa fruit processing in West Africa. As the first and so far, the only company in the world, Koa is processing the cocoa pulp, the so far lost parts of the cocoa fruit, in cooperation with smallholders in rural Ghana. Through Koa's activities, the farmers increase their income significantly and valorize an additional 40% of the cocoa fruit which so far could not be utilized. Koa is convinced that doing business can only be successful when taking care of people, planet and profit.

As a B2B player, Koa is offering its cocoa fruit products as ingredients to pastry chefs as well as the food & beverage industry across Europe, with a strong presence in the Swiss market. After a successful production setup and large-scale proof of concept, Koa aims to ramp up its production in Ghana as well as to amplify its sales and marketing activities across the European continent.

Do you also think that this is a great thing, and would you like to become part of Koa? To commence immediately or by agreement, we are looking for a

## Business Development Director (m/f/d)

### Your profile

You are committed to revolutionizing the perception and utilization of cocoa fruit. You are motivated and full of energy to generate impact. You have completed a bachelor's or master's degree and your background combines industry and business know-how through several years of experience in the food and beverage industry. You have professional experience in developing and executing commercial strategies and business development in the food sector. Your approach to business development is based either on a sales, marketing or product development perspective. You have an innovative drive and analytical-conceptual skills that propel your entrepreneurial mindset. You like to engage with stakeholders across different departments and hierarchies to successfully implement projects. You are sociable, persistent and result-oriented to push the top-line revenue of Koa to the next level. You are looking for a way to use your strengths and learn new things. You are also proficient in English, German and optimally a third European language and are keen to interact with different cultures, people and challenges.

### Your tasks

- Planning, implementation and further development of our commercialization strategy with a focus on the European market
- Continuous improvement of our value proposition, go to market strategy, as well as commercial offering in close cooperation with Sales, Marketing and R&D.
- Continuous development and improvement of the commercial positioning of the company in cooperation with the Top Management
- Scouting, negotiating and acquiring new F&B customers and food service distribution partners with a focus on the non-German speaking markets
- Development of long-lasting customer relationships and key account management

- Evaluation, controlling and optimization of the company's commercial operations in cooperation with Sales & Marketing
- Conceptualization and implementation of tailor-made products and marketing concepts with industrial customers
- Project work and management around key accounts

### Your workplace

We offer more than just delicious cocoa fruit juice. Our young, dynamic team maintains an open and trusting corporate culture. In our small group of ten, you get a high degree of autonomy and creative freedom. As Business Development Director, a diversified job profile is waiting for you in a delicious, international and meaningful environment. In your position, you will shape the growth path of a young and meaningful venture. Our modern office is located in the heart of Zurich's Kreis 2 within walking distance to the Sihl river. Given the nature of your role, it is expected that you also spend an appropriate portion of your time travelling to meet customers.

### Interested?

We are looking forward to your application to Anian Schreiber.

E-mail: [careers.ch@koa-impact.com](mailto:careers.ch@koa-impact.com)

Website: [www.koa-impact.com](http://www.koa-impact.com)

If you have any questions, don't hesitate to get in touch and we try our best to answer them as fast as possible.

Type of position: Open-ended

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At Koa, we value diversity and therefore welcome all applications – regardless of gender, nationality, ethnic and social origin, religion or belief, disability, age, sexual orientation, and identity.

