

About Koa

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 fruit in cooperation with smallholders in rural Ghana. Through Koa's activities, farmers increase their income significantly and an additional 40% of the cocoa pulp is upcycled. As a B Corp™, 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 the food & beverage industry across Europe as well as the food service / HORECA segment, with a strong presence in the Swiss market. After a successful production setup and large-scale proof of concept, Koa is ramping up its production in Ghana and amplifies 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 in April or by agreement, we are looking for a:

Commercial Project Manager (m/f/d)

F&B Europe

in Zurich, Switzerland

Your Mission

As Commercial Project Manager F&B Europe, you will carry Koa's passion for impact and amazing products into the Food & Beverage industry. In your position you will be responsible for managing commercial projects with our beloved customers from start to finish, bringing together and managing all internal and external stakeholders.

You will be our Customer Hero, pushing forward exciting new products and concepts for F&B customers in Europe, mainly within the DACH region, Benelux and France. Among other activities you will be responsible for:

Customer and Project Management, which include:

- Take care of customer relationships with established F&B customers and help them to successfully bring new product and concept ideas to market
- Identify and establish contact with potential F&B customers through active on- and offline research and networking during events and trade shows
- Take great care of your customers, provide excellent customer service and be the go-to person for inquiries from your F&B customers
- Acquire the necessary knowledge in quality, food innovation, marketing, operations to autonomously tell the Koa story potential to new F&B customers

Internal & External Sales Management, which include:

- Contribute to the improvement and optimization of sales strategy, process and tools

- Order processing, demand planning and value proposition development based on market insights

Your profile

- You are driven to dedicate your working hours to a meaningful and joyful cause
- You have a Bachelor or Master in a commercial subject (business, economics) or an engineering subject (food science, process engineering)
- You have experience in customer facing project work, business development, sales or project management
- You have some experience or are eager to learn about product and process development in the food and beverage industry (any experience in confectionary, cocoa or chocolate is a +)
- You are self driven, motivated, persistent with an ambitious mind-set and desire to create impact
- You are willing to travel and possess a valid driver license, you manage all modern IT tools with ease and get excited about using the latest tech development
- You are based in Zurich or you are willing to relocate, any other arrangements upon agreement
- You are fluent in German and English. French or any other European language is a plus

Your workplace

Even though you will be mostly working with our customers, you are part of our Swiss-Ghanaian team, which is vibrant, young and maintains an open and trusting corporate culture. As a Commercial Project Manager F&B Europe you get a high degree of autonomy and creative freedom. A diversified job profile is waiting for you in an international and meaningful environment. In your position, you will shape the growth of a young and impactful venture. Our European office is located in the heart of Zurich, and in Ghana our team operates two production sites with thousands of farmers – but if needed they are just a video-call away.

Position

Employment Level: 100%

Interested?

We are looking forward to your application addressed to Jacob Hesse

E-mail: careers.ch@koa-impact.com

Website: 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. 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.

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