

Trivarga AG is an internationally active group of companies with a wide range of products and services for the national and international beverage industry. As the leading distributor for independent brands in Switzerland, we have been leading the way in the development of new successful products for many years. We also develop and produce beverages and brands in a wide variety of categories for third parties on four continents to date. As an agile innovator, we operate our own multinational "brand engine", launching up to four new brands for international distribution each year.



**Become a part of our Own Brands team and support us as**

## **Business Development Manager, International Distributors (w/m/d)**

### **Your tasks:**

- Acquisition of new distribution partners, primarily in Europe and the Middle East
- Maintenance of the existing international distributor network
- Conducting negotiations and continuous expansion of business development
- Identification and implementation of additional potentials

### **Your profile:**

- Strong, winning personality with empathy and warmth.
- Strong negotiation and argumentation skills, mandatory in English, Turkish and Russian would be beneficial
- Several years of experience in the FMCG sector, especially in the beverage industry
- International contacts to distributors in the beverage industry in Europe, Eastern Europe and Balkans
- Quick perception as well as talent for networked thinking and structured, independent work

### **Your benefits:**

- An extremely high degree of personal responsibility and freedom to achieve goals independently
- Above-average social benefits, an attractive bonus model and 5 weeks of vacation per year
- A modern working environment with gym, events and free drinks
- A highly motivated, high-performance team that also knows how to celebrate

### **Interested?**

We are looking forward to receiving your complete application including your salary expectations on an annual basis as well as your earliest possible starting date to Vjollca Dzelili, HR Assistant, via [bewerbung@trivarga.com](mailto:bewerbung@trivarga.com). Questions? For further information, please call us at +41 58 900 75 89.