



Ava is a digital health company with the aim to revolutionize women's health. The company is headquartered in Zurich, Switzerland with offices in San Francisco and Hong Kong and partner offices in Belgrade and Makati. Our wearable device, smart app and proprietary predictive algorithms empower women by giving them unique clinically researched insights and personalized data about their menstrual cycle, fertile window, and pregnancy delivered in a way that's convenient and non-invasive. Ava is a global, award-winning brand with strong social network communities. Our current key markets include USA, Canada, Germany, Switzerland, Spain, UK, and Hong Kong.

Would you like to join us on our challenging adventure? To strengthen our team, we are looking for a:

## Manager Channel Sales North America

Location: San Francisco, USA with frequent travel (we will not consider remote candidates)

### Responsibilities:

- Expansion of Ava's North American business through all new pro-active acquisition of US and potentially Canadian retail and distribution partners carrying related consumer product categories like wearables, health & wellness, consumer electronics, personal care and mothercare
- Utilization of existing network and contacts at such retailers and distributors, to pitch and sell Ava by negotiating attractive deals and closing commercial contracts
- Bringing Ava into the retailers, increase awareness, manage revenues, margins, and go-to-market strategies, including channel marketing plans
- Acting as the business partner for channel partners and advocate of med tech for women to the channel
- Achievement of sales targets by developing, performing and managing all commercial aspects of successful long-term business and customer relationships
- Close collaboration with retailers on marketing activities as well as internally with marketing, operations and others to ensure results

### About you:

- 5+ years' experience selling consumer technology products to retailers and distributors in related categories like wearables, health & wellness, consumer electronics, personal care - coupled with strong sales, relationship-building and negotiation skills
- Existing network and contacts at big 5 retailers, Amazon and distributors as described above, understanding of on-line and in-store sales drivers and category management and strategies
- 3+ years' experience in a sales role with North American focus or in a national sales role in the USA with added experience in Canada
- Deep understanding of the North American retail and distribution market with a focus on the USA
- Solid academic background, like university degree or equivalent in business, marketing and/or technical subjects
- Ability to work in a team - close collaboration with partners on marketing activities as well as internally with marketing, operations and others to ensure results
- Highly energized self-starter with experience working for mid-sized corporates and start-ups
- Excellent communication skills and willingness to travel
- Passion for Ava, our community, and our mission to bring women's health to the 21<sup>st</sup> century



**We offer:**

- A new sales position where you acquire and manage retail & distribution partners, with the responsibility for top line growth
- An exciting dynamic company where your contribution is valued, we collaborate and take accountability
- A culture where you shape the role and grow, take initiatives, and create business opportunities
- A challenge to strategically and actively contribute to the expansion of our customer portfolio
- The opportunity to be part of leading Ava to success, using your drive, enthusiasm, knowledge and entrepreneurial spirit

Would you like to contribute to a highly motivated team, with a lot of space for your own initiatives? If yes, please apply online or send your complete application to [recruiting@avawomen.com](mailto:recruiting@avawomen.com).

We appreciate that you share our excitement for Ava. Please be aware that only fully documented applications (resume & motivation letter) can be considered. Please note that this role is based in our San Francisco office; we will not consider remote candidates.

**Ava – Revolutionizing women’s health**

Lea von Bidder, VP Marketing & Sales/ Niels van der Valk, Manager Channel Sales Europe

*Should you not hear back from us within 3 weeks your application has unfortunately not been successful for the respective role.*