

Kettenbach GmbH & Co. KG is a German manufacturer of consumable dental products, recognized worldwide and active globally. Alongside its strong branded business, Kettenbach is a trusted partner to international manufacturers and distributors, supplying high-quality products under private label agreements.

Kettenbach is hiring an

International Sales Manager Private Label (m/f/d)

to lead its private label business. The role is responsible for developing customer relationships, driving growth, and coordinating customer projects.

Key responsibilities

- Act as the main customer-facing lead for all global private label partners
- Build and expand strong relationships with existing customers while identifying new opportunities to grow the business
- Lead commercial negotiations, manage contracts, and ensure delivery of agreed terms
- Oversee end-to-end project management for private label accounts across the organization
- Analyze market and competition development and customer needs to support long-term growth and identify expansion opportunities
- Represent Kettenbach at trade shows, congresses, and customer visits as the face of the private label business

Your profile

- Based in Germany and within commuting distance of the HQ in Eschenburg
- Bachelor's degree in (International) Business or a related field (advanced degree preferred)
- Minimum 5 years sales experience in an international environment (B2B sales/account management expertise), ideally with experience in OEM/private label and dental consumables
- Strong knowledge of global markets, dental background/education would be an asset
- Project management and networking capabilities; excellent cross-functional collaboration skills
- Fluent in English and German (additional languages would be beneficial)
- Excellent communication, negotiation, presentation, and intercultural skills
- Ability to work across time zones, travel as needed, and excel in an international sales environment

We offer a variety of engaging tasks with the freedom to shape our private-label business and to play a visible role in expanding Kettenbach's global footprint. The role provides room for your own ideas and creativity within a respected, medium-sized, family-owned company that offers outstanding development prospects.

If you are ready for a challenging opportunity, please submit your CV with your current salary structure and earliest starting date to job@kettenbach.com

Kettenbach GmbH & Co. KG

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