



Head of B2B Sales

We are changing the world...help us do it even faster!

About Us

Ruby Life Ltd is an award winning social enterprise on a mission to change the world, improving lives for girls and women, built on a sustainable and profitable business model.

Each time one of our customers buy a Ruby Cup, we give one to a girl or woman, who cannot herself access menstrual care products. Purpose and profit are closely interlinked and we are pioneers in bringing menstrual cups to low-income communities. To date we have helped more than 40,000 girls in Africa and beyond.

Our main office is in Barcelona, where our young and dynamic team works enthusiastically towards our goal of becoming a truly sustainable, global enterprise. We work hard, but also love having fun.

The Job

You will get a significant role in growing our company in an exciting new industry on the rise worldwide, taking on the responsibility of developing, managing and leading B2B sales in both Europe and overseas in current and new markets. You will be based at our office in Barcelona, where you will join our small and highly dedicated team with great opportunity to be part of key decision-making and also developing and shaping your area of the business. You will report to and work directly with the Co-Founder and CEO, and the marketing and business development team in an informal work environment.

Some of Your Responsibilities:

- Manage relationships and increase sales with existing B2B partners
- Develop sales leads and establish partnerships in new markets
- Conduct market research, develop and execute sales strategies for new markets
- Understand product regulations in new markets and ensure compliance
- Analyze, follow up and improve the B2B sales area continuously
- Work closely with the team to align and create synergy in marketing and sales efforts across the board

You

You are passionate, ambitious and good at collaborating, fluent in English and an excellent communicator. Knowledge of German and any other languages is an advantage. You have experience with or are curious about women's and/or health focused products and would love a job with meaning and purpose.

You are likely to have experience with international sales, negotiating agreements with distributors and resellers, have an eye for detail and can grasp technical and regulatory compliance terminology. You are self-driven, commercially astute and able to prioritise and execute plans and tasks.

We would love to hear from you, so please send us an email with your C.V. and cover letter (required) to julie@rubycup.com