

Our client is a market leader in the sales, marketing and distribution of speciality chemicals and food ingredients.

The German affiliate shows experience of 60 years in distribution and marketing of speciality chemicals and food ingredients. Some 500 employees operate from Cologne in full success.

To be accountable for all commercial activities in the segment of Pharma Custom Synthesis (synthesis of active pharmaceutical ingredients, APIs) Biotech we are looking for our a client for a

Market Manager Pharma Germany (m/f/d).

Main responsibilities:

In this role the individual will be essential for developing and implementing company's tailored strategy for the respective markets, actively driving the growth of the business and leading the team of sales and product managers. It is crucial to focus on top-line growth by diversifying and expanding the supplier and customer pool whilst establishing deep relationships with existing partners.

Profile:

- University Degree in Natural Sciences, e.g. in Biochemistry, Biotechnology or Organic Chemistry
- In Sales and / or distribution in the area of Pharma Custom Synthesis BioTech
- Proven track record in delivering year-on-year business targets
- Hands-on experienced in new business development and managing substantial growth;
- Strong negotiation skills
- Team player with high energy level and can-do-mentality who is able to easily form a range of supplier/customer relationships from technical/project to executive level;
- Capable to navigate a matrix organisation;
- Strong leadership and excellent communication skills; first leadership experience, e.g. as a project manager or in dotted line is highly welcome

Company Beneficials:

- Working in a competent and dynamic team
- Variety of training and development programs for business and personal skills
- Value and partnership oriented Group culture in flat hierarchies
- Performance oriented salary systems and social benefits

Do you feel attracted by this position? We kindly ask you to apply in full confidentiality in English, with resume and list of key competences.

PP PHARMA PLANING

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Your application will be treated with strict confidentiality.