

Our client is a market leader in the sales, marketing and distribution of speciality chemicals and ingredients. They began in 1995 as a small group of companies with a common ambition and a harmonised business model. From there, they have grown to have a global footprint in over 50 countries on six continents. In 2021, our 3,800 employees generated revenue of almost EUR 3.4 Billion.

Today, the company is an increasingly digitised distributor unlike any other: with the formulation experts and solutions providers, they continuously add value. The subsidiary in Germany has 60 years of experience in distribution and marketing of speciality chemicals and food ingredients. It has over 250 employees in the head office in Cologne and in its other locations in Hamburg and Freiburg.

To further develop the Biopharma market in Europe while promoting the values of the company and providing qualified and individual solutions for long-lasting partnerships with the clientele we are looking for our client for a

European Business Development & Sales Manager Biopharma (m/f/d).

Major Duties of Position

- Identify target customers, markets and trends and work with local sales teams to create and sell solutions and services in the European Biopharmaceutical market
- Make sales calls and meetings with purchasing, R&D and other relevant customer contacts at target accounts
- Create and manage contracts, lead negotiations and close deals to generate revenues vs. budget
- Provide technical support and build trusted partner relationships that drive long-term sales
- Build and maintain in-depth knowledge of the Biopharmaceutical market segment and associated company's portfolio
- Review company's portfolio to identify gaps and recommend new products and suppliers
- Support local sales teams across Europe when needed

Your Profile

- Minimum of 3-5 years' experience in front-line sales, business development and customer service with a successful track record selling to the Biopharmaceutical marketplace
- Proven ability to lead the sales process, negotiate and close business deals
- Confident and enthusiastic appearance combined with exceptional negotiation, presentation and listening skills with credibility and business maturity necessary to give high-quality input to customers and suppliers
- Excellent communication skills and the ability to interact with team-members and stakeholders in a professional manner

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

PP PHARMA PLANING

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Your application will be treated with strict confidentiality.