



Product Manager Pharma & Agro

The **NOVASOL CHEMICALS Group** is a 100% independent company, ranked in the ICIS Top Best 100 chemical distributors. The company, headquartered in Brussels, is active in Asia, Europe, and North America with local teams in 10 countries.

For the development of our Pharma & Agro Business Unit, we are looking for an experienced and dynamic **Product Manager based in Germany – NRW region**.

Your role:

- Identify and develop market needs and opportunities for our Pharma & Agro Business Units
- Manage a defined product portfolio with full P&L responsibility:
 - Understand products, understand supply market, understand supply sources, understand customers demands
 - Select new supply sources and build solid relationships with key product suppliers for your products
 - Negotiate purchase prices, determine sales prices, understand and proactively manage the market dynamics
 - Manage supply and demand in a proper way; manage stocks to the lowest possible working capital position
- Grow the portfolio with innovative and sustainable products from reliable producers
- Close interactions with Supply Chain, Quality & Finance departments to improve efficiency & to reduce costs, without compromising full compliance
- Assist to establish and achieve a defined sales budget
- Assist with technical knowledge, visits to customers R&D department, customer audits, product complaints.
- Presence on international chemical fairs & conferences

Your profile:

- Experience (min 5 years) in Pharma distribution business
- Pharma technical background
- Intermediate market experience
- Existing network in the Pharma sector
- Fluent in German & English
- Familiar with Microsoft Office & CRM system (Oracle NetSuite)
- Excellent written and verbal communication skills
- Team player, problem solver, pro-active, analytical, resilient
- Autonomous & responsible Entrepreneur
- Result driven: able to recognize the needs of the market and bring it to a good end.
- Able to travel in Europe and overseas (according to local Corona regulations)
- Can understand and adapt to other cultures

Novasol Chemicals

Distribution. Worldwide, just right.



Our offer:

- Young, dynamic, cosmopolitan working environment
- Autonomy and responsibility
- Flexibility
- Human centered company culture
- Home based office with weekly presence in German office (Bottrop)
- Tools (laptop, screen, phone, internet, ...)
- Attractive salary & fringe benefits package
- Company car

Interested in joining our team? Please apply at hr@novasolchemicals.com.

Novasol Chemicals Group