



## Sales & Product Manager Pharma

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 20 countries.

For the development of our ambitious growth plan of our Pharma & Agro Business Unit, we are looking for an experienced and dynamic **Sales & Product Manager for the DACH region**.

### Your role:

You will be responsible for the business development for the actual product portfolio of Novasol's Pharma & Agro business unit. Your main goal will be to meet the volume and margin sales objectives in the DACH region. Next to the sales responsibility a well-defined product portfolio will be assigned to you for sourcing and stock management.

You will report to the European Sales Director and to the BU Manager Pharma & Agro.

### Your key responsibilities and challenges are :

- Development of sales and negotiating of customer contracts
- Exploring and studying markets in terms of customers' needs, products, service and pricing, environment & partnership
- Develop new customers and markets for our products
- Develop account specific strategies & custom-made solutions
- Enhancing and maintain customer service level in close collaboration with the back-office team (Supply chain, Quality & Finance)
- Drive business growth and improve the company's market position vs competitor's activities
- Implement a product / price / volume strategy in cooperation with the international team
- Continuous learning on local regulations & business requirements
- Assist in customer complaints and assure proper payments
- Manage a defined product portfolio with full P&L responsibility :
  - Understand products, understand supply market, understand supply sources, understand customers demands & trends
  - 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
- Presence on international chemical fairs & conferences

## Your profile:

- Experience (3 -5 years) in Pharma distribution business
- Graduate level education in chemistry, science or business
- Fluent in German & English
- Familiar with Microsoft Office & CRM system (Oracle NetSuite)
- You have an entrepreneurial, result oriented and hunter's spirit, with a real curiosity for new markets and segments
- Able to work with different cultures and levels
- You are positive and willing to contribute to the company team spirit by your open communication and active knowledge sharing amongst colleagues
- Flexible and ready for 40% travelling in DACH and to HQ in Brussels (according to local Corona regulations)
- You are based in Germany

## Our offer:

- Young, dynamic, cosmopolitan working environment
- Autonomy and responsibility
- Possibility to grow in a people oriented and value driven ambitious company
- Strong company values : Integrity, Intelligence, Intimacy & Improvement
- Sales office based in Bottrop (DE)
- Home office according to our policy
- Tools (laptop, screen, phone, internet, ...)
- Attractive salary & fringe benefits package
- Company car

Interested in joining our team? Please apply at [hr@novasolchemicals.com](mailto:hr@novasolchemicals.com).