



IOI OLEOCHEMICAL

*Eine Chemie, die Stimmt!*

In facial creams, medication, sports nutrition or styrofoam packaging – our highly specialized products have such a variety of application areas that we hold them in our hands every day without realizing it.

IOI Oleo GmbH is the German branch of the Oleochemical division of the globally active IOI group. With our headquarters in Hamburg and our two production sites in Witten and Wittenberge, we are one of the leading European suppliers of oleochemical specialties for the areas of Personal Care, Pharma, Nutrition and Technical Applications.

Our portfolio of the Pharma business unit includes our well-known and established brands WITEPSOL®, MIGLYOL®, IMWITOR®, SOFTIGEN® AND SOFTISAN®.

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To strengthen our sales team for lipid-based excipients and active ingredients as raw materials in the pharma industry, we are looking for you to join our company as soon as possible with job location either **home office based in China (preferably in Beijing or Shanghai)**

## Sales Manager (m/f/d) Pharma for East Asia

### Your Tasks

- In our international team in the Pharma business unit, you are responsible for the sales regions in China, Japan, Korea as well as Taiwan and look after our direct customers and distribution partners in your regions
- You expand our presence in the assigned market, discover and acquire new customers, work closely with local distributors and drive business developments forward
- Your tasks include advising and supporting our customers with regard to technical, commercial and regulatory aspects
- You are responsible for the budget of sales in your regions and represent our company at trade fairs and events

### Your Profile

- We look forward to meeting you if you have successfully completed commercial or technical training or degree, preferably in the field of chemistry or pharmacy, as well as sound professional experience in sales
- You have a result-oriented and self-reliant working style, combined with a high degree of communication skills and commitment
- You are characterized by a strong sales and customer orientation
- We require readiness to undertake international business trips on a regular basis and a good command of both written and spoken English and Chinese; any further Asian language skills of the regions are an advantage
- We very much welcome your relevant contacts in the pharmaceutical sector

### Your Opportunity

Look forward to a task in which you can take on your own responsibility and a future in which team spirit, mutual support and fun at work are very important.

We are looking forward to your informative application with your salary expectations and your earliest possible starting date by email to: **Sina Hollunder | Human Resources** | E-Mail: **personal@ioioleo.de**.