



IOI OLEOCHEMICAL

In facial creams, medication, sports nutrition or styrofoampackaging – 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.

Creating
chemical
connections!



To strengthen our sales team for lipid-based excipients and active ingredients as raw materials in the pharmaceutical industry, we are looking for you at our **Hamburg location** to join us as soon as possible as

Sales Manager (m/w/d) Pharma Europa

You want to...

- take responsibility for multiple European countries within our international Pharma Business Unit team and manage our direct customers as well as distribution partners there.
- strategically expand our presence in your assigned market, identify and acquire new customers, work closely with local distributors, and actively drive business development.
- provide our customers with expert advice on operational, strategic, quality, and regulatory matters.
- take budget responsibility for sales and revenue in your regions and represent our company professionally at trade fairs and events.

We are looking for...

- a successfully completed commercial or technical education, or a university degree—ideally in chemistry or pharmacy—along with solid professional experience in sales.
- a results-oriented and self-reliant working style, combined with strong communication skills and commitment.
- a strong sales and customer focus.
- willingness to undertake regular international business trips, and fluent English skills, both written and spoken; additional language skills are an advantage.
- ideally, relevant contacts within the pharmaceutical sector.

Your Opportunity

You 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. You can also expect flexible working hours and a great working atmosphere.

We are looking forward to your informative application with your salary expectations and your earliest possible starting date. Please send us your documents using the application form on our career website:

www.ioioleo.de/en/career/vacancies/

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