



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 Pharmaceuticals division, we are looking for you to join us at our **Hamburg (or Witten) location** as soon as possible as

Business Development Manager (m/f/d) Pharma

You want to...

- actively drive the growth of our business unit through a strategic combination of scientific expertise, market knowledge, and commercial strategy.
- further develop our global portfolio of excipients and APIs and strengthen our market position in regulated industries.
- actively manage the support and development of our customer projects for technically and regulatory demanding applications.
- identify new market opportunities and actively support the development of new applications and their entry into the market.
- keep a close eye on the global market and therapeutic trends and analyze competitive activities.
- support sales and our distributors both technically and commercially as a subject matter expert.
- create compelling presentations, brochures, and guidelines for sales in close coordination with marketing.
- contribute your expertise directly on-site for customer projects, audits, and technical evaluations.
- represent our company worldwide at international conferences and trade shows.

We are looking for...

- a bachelor's or master's degree in pharmacy, chemistry, biochemistry, or chemical engineering.
- at least 3–5 years of professional experience in pharmaceutical manufacturing, business development, or technical marketing.
- in-depth knowledge of excipient functions, materials science, and formulation and QC/QA processes.
- the ability to interpret analytical data and confidently understand regulatory documentation.
- a strong commercial mindset to translate complex technical topics into clear customer benefits.
- fluent language skills in German and English for working in an international environment.
- willingness to travel to our locations as well as occasional international travel.

Your Opportunity – apply now

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/

IOI Oleo GmbH

Herrngraben 31

20459 Hamburg

Tel. +49 (0) 40 / 280 031-210

www.ioioleo.de

Jenny Pähler | People & Culture | E-Mail: personal@ioioleo.de