



IOI OLEOCHEMICAL

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.

Creating
chemical
connections!

To strengthen our sales team for lipid-based excipients and active ingredients as raw materials in the pharmaceutical industry (GMP & B2B), we are looking for you to join our company as soon as possible with job location ideally home office based in the USA.

Sales Manager (m/f/d) Pharma North America

Your want to...

- develop and implement sales strategies to drive revenue growth in regional and institutional focus areas across North America.
- manage, maintain and expand relationships with pharmaceutical, nutraceutical and life sciences customers in GMP-regulated environments.
- identify new business opportunities, lead complex sales cycles and execute contracts.
- work closely with Operations, Quality, Regulatory, Customer Care, and Logistics teams to ensure seamless customer experience.
- act as a trusted advisor to customers and distribution partners, providing scientifically grounded solutions together with our scientific and technical experts.
- monitor market trends, competitor activities, and customer needs.
- lead negotiations and manage key accounts.
- support forecasting, budgeting, and reporting processes.

We are looking for...

- completed commercial or technical degree, preferably in Life Sciences, Chemistry, Pharmacy or Business.
- B2B sales experience in the pharmaceutical, biotech, or life sciences industry, ideally with pharmaceutical excipients.
- proven success in selling into GMP-regulated environments and working with pharmaceutical products.
- strong commercial mindset with a track record of driving business growth and a scientific understanding.
- experience in managing customer portfolios across North America.
- excellent communication, negotiation, and relationship-building skills.
- ability to work effectively with cross-functional technical and operational teams.
- customer-focused, solution-oriented, and able to translate scientific concepts into commercial value.
- strategic thinker with a hands-on and results-driven approach.
- high level of autonomy, ownership, and accountability.

Your chance– 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/

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25 Days of
Vacation per Year



Permanent Position



Flexible Working
Hours



Attractive Remuneration



Bonus Target
Agreement



Mobile Working



Training Courses



Exciting Working
Environment