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 support the continued growth of our Pharmaceuticals division, we are seeking a new colleague to join our team in **Hamburg** at the earliest opportunity as:

Business Development Manager (m/f/d) Pharma

Your impact...

- Take ownership of strategic growth initiatives and translate market opportunities into a qualified project pipeline.
- Further develop our global portfolio of pharmaceutical excipients and APIs and strengthen our market position in regulated markets.
- Manage technically and regulatory demanding customer projects—from formulation and application development to market entry.
- Identify new market opportunities, applications, and relevant therapeutic trends.
- Monitor global markets and competitors and convert insights into actionable business opportunities.
- Enable and support our global sales organization and distributors as a subject-matter expert.
- Create compelling presentations, brochures, and sales guidelines in close coordination with Marketing.
- Contribute your expertise to customer projects, audits, and technical evaluations on-site.
- Represent IOI Oleo at international conferences and trade shows.

Your profile...

- A bachelor's or master's degree in a relevant scientific discipline and at least 3 years of applicable professional experience.
- Sound knowledge of excipients, materials science, formulation processes, and pharmaceutical QC/QA; oleo lipid expertise is a strong advantage.
- Ability to interpret analytical data and confidently navigate regulatory documentation.
- An entrepreneurial, commercially minded approach that translates technical complexity into customer value.
- Fluency in English and German; a third language is advantageous.
- Willingness to travel internationally to our sites, customers, and industry events.

Your Opportunity – apply now

Join an international environment where personal responsibility, teamwork, mutual support, and enjoyment at work matter. You can also expect flexible working hours and a great working atmosphere.

Ready to create sustainable growth in pharmaceutical solutions? 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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