

Area Manager - LATAM (m/f/d)

ID AP241019

The Company

Our customer manufactures some of the finest medicinal products made from 100% natural produces promoting a natural way of life. They are in the business for more than 70 years and the brand have enjoyed an excellent reputation among medical practitioners, pharmacist and consumers.

Currently, we are looking for an “Area Manager – LATAM” to be based in Baden-Württemberg, Germany.



Responsibilities:

- Establishment of the region: looking for a suitable distribution partner for suitable sales channels
- Pro-active control and coordination of all sales and marketing activities in close coordination with the sales partner and relevant interfaces
- Development, design and coordination of innovative sales and marketing concepts together with the sales partner with the participation of international marketing
- Presence and on-site support, stimulating the market to optimize along the value chain
- Coordination, accompaniment and execution of trainings, also with external trainers
- Securing a long-term portable DB II and advice and information of the export management in the international orientation
- Presentations in the headquarters and creation of quantitative and qualitative monthly reports

Requirements:

- Degree in business administration or sound practical experience
- High marketing and sales expertise
- Experience in the operational support of distribution partners in the field of pharmaceuticals and medical cosmetics
- Discretion, integrity and loyalty, assertiveness
- Secure communication (written and oral) in German, Spanish and English
- Willingness to regular, even longer, business trips
- A communicative and coordinating personality who convinces through a goal-oriented and initiative working method as well as a secure and diplomatic appearance in an international environment

What we offer

- Excellent company culture which stands for an ambitious but caring working environment.
- Great opportunities to develop your career with a global player and international innovation driver.
- Competitive salary and a wide range of benefits.

Become part of a successful company and apply now via ChemRecs for this position!

Please submit your application documents, including your availability and salary, by e-mail to jobs@chemrecs.com.

Your contact: Anupam Pande

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