

With a long experience in executive search and recruitment, Alliance Consulting Group, present in Switzerland and in France, has distinguished itself for 23 years as one of the main consultants in the search for specialists and experts in the European food supplements, nutrition, health and skin health markets.

Our client, a highly scientific company present in the United States, Europe, China and the Middle East, world leader in the supply of nutritional active ingredients to food supplements, functional food and nutricosmetic industries, with more than 60 clinical trials and patented products, recognized for the traceability and security of its supplies, is looking for its

## Health Sales Account Manager Europe

Reporting to the Global Sales Director of the nutraceutical business, in close collaboration with the entire sales, marketing, logistics and scientific back-office, you will be responsible for the technical and business development of the dedicated range of active ingredients to prospects, distributors, CDMOs and pure players in the food supplements and health nutrition sectors in Europe. The focus is on value added positioning.

Business oriented, you will retain existing customers and explore new opportunities in order to develop the turnover of your area. Accompanying the development of projects as closely as possible, you will negotiate and finalize commercial agreements through a sustained field presence. You will also guarantee technical, regulatory and marketing advice in compliance with agreements and partnerships.

In collaboration with internal departments, you will ensure the quality of all stages of the sales process (visit, project follow-up, delivery). Actively participating in trade shows and events in Europe, you are aware of regulatory developments and competitive approaches. You will also provide regular reporting to your manager.

You have a proven experience in prospecting, sales and follow-up of BtoB customers at key account level in the nutraceutical or cosmetic ingredient sector, plant extracts, capsule manufacturers or within a CDMO.

This position is total remote and ideally based in Western Europe, preferably Benelux region or Germany, you will be driven by an ability to succeed in very high growth markets.

Please apply with your full application (resume, cover letter, expected salary) which will be processed **with strict confidentiality**. ref. HAS376/W - Alliance Consulting Switzerland - [contact@alliance-consulting.ch](mailto:contact@alliance-consulting.ch)