

Selectchemie AG, Zurich, Switzerland  
Work place: Warsaw

## Sales & BD Manager Pharma (100%)

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### About Selectchemie AG

Selectchemie AG is an independent Swiss company and since 1969 a first class distributor and service provider for the global Pharma and Swiss Nutrition industries. As exclusive distributor for leading suppliers of raw materials, APIs and excipients, complemented with our offering of boutique generic finished drug forms (FDF), we add value to our customers based not only on our products, but also with regulatory, quality, technical and supply chain services.

### Join our Pharma Eastern Europe & APAC team

We offer a broad product portfolio of APIs & excipients and are an established hub for customers sourcing high-quality bulk raw material as well as for renowned manufacturers who benefit from our broad customer base in various markets. We are continuously expanding our global network as well as our services.

We are looking to expand our Eastern Europe team and are therefore looking for a Sales & BD Manager Pharma in Warsaw, Poland.

### Your tasks and responsibilities

- Manage purchases and sales of APIs and Excipients for the region Poland, Slovakia, Czechia and Hungary in accordance with the needs of Selectchemie.
- Maintain, foster and develop the relationship with current customers.
- Personally visit clients as agreed with the head of the department.
- Maintain contact with new or potential clients in the areas of procurement, research and development, marketing and/or other related departments.
- Analyse sales and profits of your operations/markets.
- Acquisition of new clients in the market.
- Continuously observe the markets in connection with the competitiveness analysis.
- Prepare a market penetration plan in the range between 1 and 3 years.

### Your profile

Required qualifications

- We are looking for a person who is based in Warsaw
- Studies in Chemistry, Pharmacy, Biology or similar technical studies
- At least 5 years working experience in the pharmaceutical industry (sales)
- Knowledge of certificates of analysis, DMF, ROS, GMP, XRD etc.
- Fluent in verbal and written English and Polish, other eastern European languages are of an advantage
- Flexibility to work in a global cross cultural work environment and can work independently as well as in a team
- Experience in working with ERP and Microsoft Office Package

- Availability to travel and visit clients (up to approximately 40%)

Desired qualifications (nice to have)

- Experience in foreign trade operations
- Experience in export documentation

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### **What's in for you?**

- Entrepreneurial position in a dynamic globally acting team
- Your input is key and you're part of creating our future success
- Close cooperation with colleagues across the entire hierarchy within Selectchemie
- Short decision processes
- Attractive compensation package and part remote working

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**We are pleased to receive your complete application via:**  
**[jobs@selectchemie.com](mailto:jobs@selectchemie.com)**