

Selectchemie Brazil
Workplace: São Paulo, Brazil

Sales Director LATAM (100 % workload)

About Selectchemie AG

Selectchemie is an independent Swiss company serving the pharmaceutical and nutrition industry since 1969 as a premier supplier of high-quality ingredients and generic finished dosage forms. As a full-service provider we create added value by offering comprehensive technical, scientific, regulatory and commercial support all along the value chain. Worldwide, our 120 experienced professionals with commercial and scientific background, based at the headquarters in Zurich, Switzerland and locations in 17 countries, provide customers, principals and suppliers with solutions tailored to their needs.

Join our Pharma Latam 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. In the role of **Sales Director LATAM**, you will play a pivotal role in expanding Selectchemie AG's presence in the region. Your ability to **lead the multinational sales team across the region, develop strong networks and strategic partnerships** will be key to driving business growth. You will define and execute a sales strategy that strengthens our market position while fostering long-term relationships with key stakeholders in the pharmaceutical industry.

Your tasks and responsibilities

- **Leading the Sales Team**
 - You will be responsible for inspiring, motivating and supporting a high-performing sales team. You will achieve this by setting clear objectives, providing coaching and training, and creating an inclusive environment that fosters innovation and success. Your team is in Sao Paulo BR, Buenos Aires ARG, Lima PE and Guadalajara MX.
- **Achieve Sales Growth**
 - You will identify and develop new business opportunities while maintaining long-term partnerships. You will lead negotiations and ensure sustainable, value-driven growth for Selectchemie in the region.
- **Developing the Sales and Business Development Strategy**
 - As a Sales Director you are responsible for developing regional sales and business development strategy in line with the business objectives. You will conduct market analyses, identify target customers and create sales plans.
- **Building Strong Customer Relationships**
 - Establishing and maintaining long-term partnerships by understanding our customer needs, addressing expectations, and delivering high-quality service. Managing key accounts and developing strategic relationships with major clients in the region is part of your job.

- **Sales Reporting and Analysis**
 - You will be responsible for overseeing sales reports and analysing sales performance. This will enable you to spot trends, identify areas for improvement and make informed decisions to drive sales success.
- **Cross-Functional Collaboration**
 - Working closely with Strategic Sourcing, FDF, Supply Chain, Quality, and Finance to ensure seamless collaboration, optimize processes, and create synergies that enhance business performance.
- **Compliance and Ethical Standards**
 - Ensure full compliance with local and international regulations, ethical sales practices, and company policies. Promote a culture of integrity, transparency, and accountability in all business dealings.

Your profile

- Proven experience (8+ years) in sales and business development in the pharmaceutical distribution, chemical, or life sciences industry.
- Successful leadership experience, with a track record of managing and developing diverse teams across multiple countries.
- Deep market knowledge of the key markets in LATAM, incl. Brazil and Mexico, including regulatory and business practices.
- Strong background in B2B sales, strategic account management, and contract negotiation.
- Strong networking and relationship-building skills, with the ability to connect with a diverse range of stakeholders.
- Empathetic and inclusive leadership, fostering collaboration, innovation, and personal development.
- Strategic mindset with a focus on sustainable growth and long-term success.
- Excellent communication and negotiation skills, capable of influencing stakeholders at all levels.
- Strong analytical and problem-solving skills to interpret market trends and sales data.
- University degree in Business, Life Sciences, Chemistry, or a related field. A Masters Degree (MBA or equivalent) is an advantage.
- Fluent in English, Portuguese and Spanish.

What's in it for you?

- Brazil is our longest-standing international location outside Switzerland, founded in 1970
- Entrepreneurial position in a dynamic globally acting and international team
- Your input is key, and you are part of creating our future success
- Close cooperation with colleagues across the entire hierarchy within Selectchemie
- Short decision processes
- Attractive compensation package and hybrid working
- Local and international travel of about 40%

We are pleased to receive your complete application via:
jobs@selectchemie.com