



Responsible action, a high level of customer orientation and the greatest possible independence: This is what we at Otto Brandes GmbH have stood for since 1923. The fact that we are so successfully established on the market as an internationally active trading company for the pharmaceutical, food and nutritional supplements industries is primarily due to our employees: internally: In flat hierarchies and an equally familiar and dynamic working environment, our teams use their entrepreneurial freedom every day to develop new businesses.

Do you really want to be there? Then reinforce us with your passion for selling as soon as possible

Sales Manager Purchasing and Sales Pharmaceutical Active Ingredients (m/f/d)

Here you can make a big difference:

Selling active ingredients (APIs) to our customers as needed and purchasing them from the manufacturer: That's what this versatile position is all about, in which you act along the entire supply chain and assume responsibility for sales and margins.

- You accompany our (inter)national customers intensively from the initial consultation and needs analysis to the preparation of the offer and the conclusion of the contract.
- In direct contact with our manufacturing partners, you negotiate prices and always find the best option for our customers' needs.
- It goes without saying that you regularly visit your customers on site and take care of the appropriate travel planning yourself.
- This is how you build and expand long-term business relationships with customers and manufacturing partners step by step.
- And last but not least, you will work closely with many of our departments, e.g. B. for logistics and quality assurance together.

This is how you affect us:

- With your experience in (inter)national sales (and ideally also in purchasing) of active ingredients, you were able to build a broad network of customers and manufacturers and acquire good market knowledge.
- You think entrepreneurially and score points with your very good negotiating skills and your commercial understanding.
- We are impressed by your independent way of working, as well as your social skills and communication talent.
- You are also confident in using MS Office and have very good written and spoken English skills as well as ideally other foreign language skills.
- It goes without saying that you can look forward to multi-day, sometimes international business trips with confidence.

Our advantageous recipe for you:

- Takeover of existing business in a dynamic, global market
- An attractive salary package, diverse training opportunities and 30 days of vacation
- Home office option
- Above-average additional benefits: company pension plan, supplementary company health insurance and much more.
- Modern workplace with height-adjustable desk.
- Free parking space and good transport connections.
- Regular team events

You can look forward to a varied task in which you will take on responsibility, make your own decisions with a wide range of options - and be rewarded in line with your performance with our well-thought-out bonus system.

Send us your detailed application documents, stating your desired salary and your earliest possible starting date, to: personal@otto-brandes.de

APPLY HERE

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