



SALES ,AFICIONADO' DISTRIBUTION

Cosmetic Actives 80–100 %
Latin America/South-Europe

Founded in 1940, based in Switzerland and family-owned RAHN-Group is renowned for exceptional products and outstanding innovative solutions. We are internationally active on the market with specialty chemicals for EnergyCuring, with high-quality active ingredients and special products for the Cosmetic industry. Years of experience, know-how and competent technical support made us a leading provider in the market. In our division Cosmetics, we serve the global personal care industry with our RAHN-Cosmetic Actives, a portfolio of sophisticated active ingredients for skin and hair care applications. To complete our Cosmetic Division we are looking for a highly motivated and dedicated personality per July 1, 2022, or by arrangement.

Your main Accountabilities

Reporting to the Head of International Sales Cosmetic Actives, you will build upon the existing distributor-base and develop new sales as well as open new distribution markets in territories of responsibility. You will work independently from our office or from your home-base in Switzerland, France, Germany or the USA.

Drawing upon technical and commercial support from a dedicated team of professionals in our headquarter in Zurich, you will manage our distributor network in Southern-Europe (Mediterranean area) on sales of RAHN-Cosmetic Actives. You will expand territorial competence to Latin American market by opening new distribution territories, on top of managing existing distributors in Brazil.

Frequent travelling will be necessary (abt. 10 weeks/year in Latin America, abt. 5 weeks/year in Southern Europe) to achieve challenging sales objectives in a highly competitive market. You will develop long-term relationship with distribution partners and their customers in a dynamic environment, too.

Your profile

- A scientific background with strong technical experience and knowledge of cosmetic ingredients, coupled with outstanding flair for selling

- Good command of English and at least of one South America's language(s), Spanish and/or Portuguese.
- A track record of successful distribution and/or account management including new business development in the cosmetics industry
- Excellent customer-facing negotiation skills, with the flair needed to think in terms of "solutions" not "product" to meet customer needs
- Tenacity and self-reliance
- Passion to travel extensively and work on the front with our distributors

Our offer

- Exciting challenge within a professional multi-cultural team
- Adequate salary package in an international and entrepreneurial environment
- Possibility of personal advancement over time
- High degree of independence and responsibility
- Continued education possibilities

We look forward to receiving the details of your application [via our webpage](#).