



We are Provital, we research, develop, manufacture, promote and sell natural active ingredients and botanical extracts for the cosmetics industry. We create together with our customers to meet their needs, anticipating trends and innovative formulas with agility and efficiency. We Do Care.

Looking for an **International Technical Sales Manager (Cosmetic Industry)** to join our Sales team in Germany.

Mission

To carry out promotion, management, and personalised advice for customers and/or distributors, to achieve sales targets and budget.

Functions

- Management, planning and monitoring sales, and other commercial indicators and policies, in the specified sales area.
- Define, together with the Sales Area Manager, appropriate action plan for their markets.
- Develop sales forecast for the managed market and assess competitor's activity.
- Carry out commercial action in the area: product technical sales, new launches, and services promotion.
- Represent the company at trade fairs, specialist conferences and events.
- Prepare, negotiate and follow up collaboration proposals.
- Provide support as well as technical advice to existing customers.
- Collaborate in the training for all distributors and their sales teams in the area.
- Prepare commercial reports analysing client and product sales and needs.
- Maintain database.
- Participate in the implementation of new tools and improvements.

Experience and knowledges

- Technical University degree (Biology, Pharmacy or similar).
- Technical expertise in the field of sales in personal care / cosmetics and their applications are valuable.
- Advanced English level (spoken and written). Spanish and French knowledge are valuable.
- Other valuable knowledge: Dermocosmetics, galenic formulation or similar, digital marketing, social media, and data analysis.

Competencies

- Quality
- Co-responsibility
- Innovation
- Communication
- Teamwork

Benefits and other terms of employment

- Job position based in Germany.
- Willing to travel
- Permanent contract
- Flexible time schedule
- Continuous working days in summer
- Telecommuting work options
- Training 100% paid by the company

Send you CV at <https://www.weareprovital.com/de/arbeite-mit-provital>

Reference: SALES DE