

Selectchemie  
Workplace: Belgrade, Serbia

## Sales & BD Manager Pharma

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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 team

We offer a broad product portfolio of APIs 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 reinforce our Eastern Europe team and are therefore looking for a Sales & BD Manager Pharma in Belgrade, Serbia.

### Your tasks and responsibilities

- Manage purchases and sales of Pharmaceutical Ingredients (API and Excipients) for the Balkan region (except Bulgaria and Turkey) 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

- Completed degree in Chemistry, Pharmacy, natural sciences or a comparable qualification is preferred
- At least 5 years of professional Sales experience in the pharmaceutical or related industry with good knowledge of regulatory requirements
- Good analytical skills and a solution-oriented approach
- High standards of work quality and maintain a sense of humor during busy periods
- Fluent in verbal and written English and any regional language is 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 in the assigned region (up to approximately 40%)
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### **What's in for you?**

- Entrepreneurial position in a dynamic globally acting 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 part remote working
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**We are pleased to receive your complete application via:**  
**[jobs@selectchemie.com](mailto:jobs@selectchemie.com)**