

Selectchemie
Work place: Lima, Peru

Technical Sales Manager Excipients LATAM (100 %)

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 18 countries, provide customers, principals and suppliers with solutions tailored to their needs.

Join our Pharma-Excipients team

We offer a broad product portfolio of excipients & 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. As a vital part of our Sales Pharma team, you will be the bridge between our customers and our business. Your hands-on support will drive growth, ensure customer satisfaction and keep our operations running smoothly.

Your tasks and responsibilities

Portfolio Strategy and Market Alignment

- Manage and support a commercially viable portfolio of excipients from multiple principals.
- Identify market trends and align sourcing strategy accordingly.
- Recommend portfolio additions or rationalization based on sales data, regulatory coverage and customer demand.

Supplier Relationship Management

- Serve as primary liaison with excipient manufacturers (principals) for assigned region.
- Assist commercial terms, supply agreements, and marketing support with principals. (alignment)
- Ensure distribution commitments are met, including forecasts, reporting and promotional activities.

Sales Enablement and Commercial Support

- Support the commercial team with product positioning, technical sales tools, and application insights
- Deliver product training for sales managers to ensure consistent messaging.
- Assist in key customer engagement, especially when technical understanding or cross-supplier comparison is needed.

Regulatory and Documentation support

- Maintain and distribute critical documents and compliance statements
- Ensure all distributed products comply with relevant pharmacopoeia monographs and local regulations.
- Manage regulatory change notifications and coordinate with suppliers and customers accordingly.

Technical Knowledge and Application Guidance

- Development of working knowledge of excipients' functions, drug delivery systems, and formulation challenges.
- Provide technical support to customers in coordination with principals or in-house technical teams.
- Track and report customer feedback or technical issues to the principal and aid in resolution.

Product Life Cycle and Inventory Management

- Oversee product life cycle from onboarding to phase-out.
- Monitor stock levels, demand forecasts, and shelf-life to avoid obsolescence or shortages.
- Recommend adjustments to minimum order quantities, or safety stocks based on usage patterns.

Pricing Strategy and Profitability

- Define pricing strategies in line with market value, principal pricing, and margin expectations.
- Collaborate with finance to monitor profitability, implement price changes
- Respond to competitive price pressures by leveraging supplier relationships or alternative products.

Data Stewardship and Reporting

- Maintain accurate and up-to-date product data in ERP/CRM systems.
- Analyze sales performance, margin trends, and customer buying behavior to inform decisions.
- Provide regular reporting to both internal stakeholders and principals.

Your profile

Experience:

- Education: Degree in Pharmacy, Chemistry, Life Sciences, or a related technical field.
- Experience: 3-5 years of previous experience in the pharmaceutical sector.

Skills:

- Strong analytical skills, attention to detail, problem-solving abilities, negotiation skills.
- Communication: Ability to effectively interact with internal teams, customers, and suppliers.

Education & Language:

- Proficiency in English, Spanish, Portuguese is a plus.

What's in for you?

- Entrepreneurial position in a dynamic globally acting team
- Your input is key and you're part of creating our future success
- Close cooperation with colleagues across the entire hierarchy within Selectchemie
- Short decision processes
- Attractive compensation package

We are pleased to receive your complete application via:

jobs@selectchemie.com