



Position: Process Technical Sales
Reports To: Process Sales Manager
Location: Darmstadt

Company description:

Since its founding in Chicago (USA) more than 100 years ago, ITW has become one of the world's leading diversified manufacturers of specialized industrial equipment, consumables and related service businesses.

ITW business serve local customers and markets around the globe. The company has operations in 56 countries that employ more than 50.000 people who adhere to the highest ethical standards. ITW has 85 businesses divided into 7 Segments, which includes: Welding, Automotive OEM, Food Equipment Group, Construction Products, Polymers & Fluids, Test and Measurement & Electronics, and Specialty.

Summary

As a Process Technical Sales for a selected area of Germany and Austria, you will be responsible for developing our market share on existing/ new customers by focusing on the selected existing accounts and targeting and developing new Pharma customers. This role requires someone who works well with broad supervision, with being capable to advance problem-solving and project management with peers.

What you will do

- Achieve Sales Plan of Process Business in the selected area.
- Develop customers intimacy in the selected area.
- Pharma market prospection. Qualification of potential new Pharma customers.
- Build a pipeline of new opportunities in existing and new Pharma customers
- Develop product penetration of our existing portfolio of excipients.
- Prepare proposals to customers: Offers, Samples, technical documentation, supply agreements, quality agreements....
- Provide clear understanding of sales trend and project opportunities pipeline in the selected geographical area.
- Analysis of sales performance, providing clear visibility of sales forecast.

Division Description:

The ITW Reagents Division has been established by the companies Panreac Química SLU (Spain), AppliChem GmbH (Germany) and Nova Chimica (Italy) with the aim of bringing together the experience and know-how of three seasoned companies.

The Division offers the most innovative and best quality products for chemical, biological, pharmaceutical and medical research and production applications.

Nowadays ITW Reagents markets its products worldwide through an extensive distribution network in more than 80 countries under the brand PanReac AppliChem.

What are we looking for

- Proven knowledge and understanding of the regulatory Pharma market and experience of the processes of Quality Assurance
- Excellent interpersonal, communication, and presentation skills
- Strong goal orientation, with 80/20 mindset
- Ability to persuade and convince others, according to the Company needs, objectives and policies

Education and Experience

- Bachelor's degree in Chemistry, Biochemistry or Pharmacy
- Minimum 3 years of sales experience in Pharmaceutical industries
- Financials understanding // Business skills: abilities including working knowledge of sales budgeting / forecast analysis
- Fluent in German and English (spoken and written). Spanish or French is a plus.

Contact details:

E-mail: hr.de@itwreagents.com