

Across the entire value chain, Alliance Consulting currently ranks as the leading executive research consultancy for food supplements, nutrition, health and cosmetics, and has been actively contributing to the development of the European nutraceutical industry for 25 years.

In this context, we are seeking to support the European business of one of our customers, a CDMO of natural food supplements with ISO22000, COSMOS and ECOCERT certifications, which is making strong progress in its market, with the following position

European Business Developer

Reporting to the Head of Sales, you will be responsible for the development and growth of your customer portfolio on the market for food supplements, sports nutrition, dietetics and cosmetics, mainly in France and Northern Europe. In the meantime, you'll have no choice but to work efficiently and reactively on new projects with your R&D and Quality colleagues.

Stimulated by the Group's growth stakes and excellent reputation, as well as the current volume of customer demand for natural health products in dry form (tablets, capsules, chewing gum, sachets, doypack...), you will make a significant contribution to the structure's ambitious objectives.

M/F, your training as a Food & Beverage Engineer or Business School will necessarily be accompanied by a wealth of experience in the field where business is done, or as a Project Manager wishing to “get away from it all”, because what you're most interested in is the nutraceuticals, cosmetics and natural ingredients industries with their added value, and of course, customer relations. The practice of Shakespearean language is essential.

You now know where you stand on the road to success, and it's no surprise that if you feel you've got what it takes to be a decisive leader, you'll find yourself in an excellent position to thrive, supported by an engaging team and full of energy!

For this full-remote position, we thank you in advance for sending us your CV, which we undertake to treat confidentially /ref.NCB394/W – Alliance Consulting
contact@alliance-consulting.ch