

Alliance Consulting, a leading recruitment firm with nearly 25 years of experience in recruiting executives and senior managers specializing in consumer healthcare, nutrition, dietetics, and beauty, is assisting the French subsidiary of a European family-owned group, now in its fourth generation. A recognized leader, this group produces and supplies a range of GMP-certified specialty mineral salts for the pharmaceutical, nutraceutical, and cosmetics industries.

He is looking for his/her

Pharmaceuticals Account Manager

Your role

Reporting to the subsidiary's management team in France, you will be responsible for a portfolio of pharmaceutical and nutraceutical clients, and in particular for opening up new business opportunities in France. Your mission will focus on:

- **Developing business volume:** retaining existing clients (key accounts, CDMOs, biotech companies, formulators, etc.) and opening new accounts;
- **Identifying and transforming development opportunities** around the group's excipients and APIs;
- **Providing close and regular support to your clients** (50 to 80 trips/year) and representing the company at key trade shows (HIE, CPHI, etc.);
- **Conduct negotiations** and finalize commercial agreements, in close collaboration with senior management;
- **Work in synergy with a solid back office**, recognized for its innovative technical solutions;
- **Actively monitor** regulatory and competitive developments.

Your profile

- Higher education in science (chemical engineer or equivalent);
- At least 5 years' successful experience in business development for pharmaceutical ingredients;
- Fluency in professional English (German is a plus).

Beyond expertise, we are looking for a **hands-on, business developer profile**, capable of initiating, opening up, and bringing new projects to fruition.

What our client offers you

A human-sized environment where **proximity**, **responsiveness**, and **transparency** are paramount;

The solidity of a European family-owned group, leader in its sector and recognized for the quality of its products;

An environment that promotes autonomy (including home office), responsibility, and recognition of results.

👉 This position is for a professional motivated by field development who wants to contribute directly to the growth of a solid and rapidly expanding subsidiary, in a climate of trust and positive expectations..

Place : home-office - **Référence** : PAM399/W - **Contact** : contact@alliance-consulting.ch

We thank you in advance for sharing your resume and salary expectations, which we promise to treat as strictly confidential.