

For 25 years, Alliance Consulting has supported those who drive the industries of nutrition, nutraceuticals, and beauty forward.

As a pioneering firm present across the entire value chain, we advise leaders and expert managers by placing people and professional expertise at the heart of every mission.

Today, we support a recognized ingredient supplier, a key player in nutritional raw materials and innovative solutions dedicated to the world of dietary supplements.

With continuous growth, the company is seeking to strengthen its presence in France and Benelux, a:

Sales Manager Nutraceuticals

Your Role

Reporting to the Commercial Director, your main responsibilities will be:

- Develop and manage a client portfolio mainly consisting of CMO/CDMO manufacturers and dietary supplement laboratories.
- Actively prospect new partners and identify growth opportunities.
- Promote a range of premium ingredients for nutritional and health formulations.
- Build long-term relationships with decision-makers (purchasing, R&D, marketing, management).
- Participate in the strategic development of the offer in the French market.
- Ensure regular reporting of your sales activities and market activity.

Your Profile

- Proven experience (minimum 8 years) in business development, ideally in the dietary supplements, ingredients, health, nutraceuticals sectors, or within CMO/CDMO companies.
- Solid knowledge of the French industrial landscape and the dietary supplement value chain.
- Excellent skills in prospecting, negotiation, and key account management.
- Proactive, result-oriented, with the ability to work from home.
- Fluent in English, knowledge of Spanish is appreciated.

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

What our client offers you

- A dynamic and innovative environment, focused on quality and science.
- A high level of autonomy in your organization and actions.
- A strategic position with a direct impact on the company's growth.
- Motivating compensation (fixed + variable), company car, and suitable professional tools.

👉 This position is aimed at a professional motivated by field development and wishing to contribute directly to the growth of a solid and ambitious company, in a climate of trust and positive rigor.

Position: Home-office

Reference: EBD406/W

Contact: contact@alliance-consulting.ch

We kindly ask you to share your CV and salary expectations, which we commit to handling with the utmost confidentiality.