

For over 25 years, Alliance Consulting has been supporting those who drive progress in the healthcare, nutrition, nutraceutical, and beauty industries. As a pioneering firm operating across the entire value chain, we advise executives and expert professionals by placing people and industry expertise at the heart of every assignment.

In this context, we are supporting the French subsidiary (€100M+ revenue – 50 employees) of a multinational distribution and services company in the chemical sector, with over 120 years of experience (50+ sites – presence in 120 countries). A trusted partner to industry, combining innovation, customer proximity, and technical know-how to support highly complex projects, its success is built on tailored consulting, expertise, and a solution-oriented approach.

Our client is seeking an

Account Manager – Healthcare Industries (Northern Half of France)

Your role

Reporting to the Sales Director and supported by a sales assistant responsible for order management and supply chain, you will be in charge of a portfolio of clients and prospects in the markets of pharmaceutical ingredients and active substances, medicines, medical devices, and APIs.

Your responsibilities will include:

- Driving revenue growth while optimizing profitability;
- Identifying and converting business opportunities related to additives, siliconization agents, adhesives, plastics, and the Group's product range;
- Providing close and regular support to clients (2 days/week on the road) and representing the company at key trade shows (CPHI, Chemspec, etc.);
- Leading negotiations and closing commercial agreements in close collaboration with management;
- Maintaining a project database using the CRM system;
- Monitoring regulatory and competitive developments, with support from the Group.

Your profile

- Higher education in a scientific field (chemical engineering, biochemistry, organic chemistry, etc.);
- At least 5 years of successful experience in selling ingredients to the healthcare sector (pharmaceutical, medical, and synthesis);
- Proficiency in professional English.

Beyond technical expertise, we are looking for a **hands-on profile**, a true **business “hunter”**, capable of initiating, developing, and successfully closing new opportunities.

What Our Client Offers

- A human-sized environment where proximity, responsiveness, and transparency are key;
- The strength of a global group, a leader in its field and recognized for its technical expertise;
- A framework that promotes autonomy (home office, company car), responsibility, and recognition of results based on SMART objectives;
- A comprehensive onboarding program, including one week of training at the Group's headquarters, followed by online training sessions;
- A fixed salary depending on profile + uncapped variable bonus based on objectives + company car.

👉 This position is aimed at a professional motivated by field-based business development, eager to directly contribute to the growth of a solid and fast-expanding subsidiary, within a culture of trust and high standards. It is particularly suited to someone with a strong interest in technical products and customer relationships.

Location : Home office with regular travel within the Paris region, or office-based at the headquarters in the Paris region

Référence : AMI410/W

Contact : contact@alliance-consulting.ch

We thank you in advance for sharing your CV and salary expectations, which will be treated with the utmost confidentiality.