

For over 25 years, Alliance Consulting® has supported leaders in the health, nutrition, nutraceutical, and beauty industries. As a pioneering firm present across the entire value chain, we place people and industry expertise at the heart of every assignment.

For our client—a French subsidiary (€100M+, 50 employees) of a multinational distribution and services group in the chemical sector, with 120 years of experience, 50+ sites, and operations in 120 countries—we are seeking, in the northern half of France, an Account Manager capable of combining commercial drive with technical rigor.

Pharma Account Manager

Your mission

Reporting to the Sales Director and supported by a Sales Assistant in charge of order management and supply, you will manage a portfolio of key pharmaceutical accounts and prospects across the northern half of France.

Grow revenue by optimizing the profitability of your portfolio.

Identify and secure opportunities around a high value-added technical portfolio: additives, siliconization agents, adhesives, plastics, and more.

Provide close support to your clients, with regular field presence (2 days per week traveling) and participation in key industry trade shows (CPHI, Chemspec, etc.).

Lead negotiations and finalize commercial agreements autonomously.

Maintain a rigorous project base in the CRM—a clean pipeline is a converting pipeline.

Monitor regulatory and competitive developments, with support from Group teams.

Your profile

Higher scientific education: Chemical Engineering, Biochemistry, or equivalent.

5 to 10 years of successful experience in selling chemical ingredients or APIs to the healthcare sector (pharmaceutical, medical, synthesis).

A strong and active network in the northern half of France, enabling a fast and effective approach.

Fluent English, essential for smooth interaction with the Group.

A **business developer mindset**: you enjoy opening new accounts as much as nurturing existing ones; you know how to turn opportunities into contracts and derive satisfaction from achieved results.

Beyond skills, we are looking for a **hands-on**, field- and results-oriented profile, capable of initiating, opening, and successfully delivering new pharmaceutical projects with method and perseverance.

What our Client offers

An **attractive compensation package**: €80–90K gross annual (fixed + variable) for a highly experienced profile, with SMART objectives that reward performance.

Home office and company car—an environment that promotes accountability and recognizes results.

A **human-sized subsidiary** where proximity, responsiveness, and transparency prevail, backed by the strength of a leading global Group known for its technical expertise.

A structured onboarding process: one week of training at Group headquarters, followed by a progressive online training program.

A culture of positive challenge, built on trust, autonomy, and recognition.

Final word

This position is aimed at a professional driven by field-based business development, with a strong interest in technical products and high-level client relationships. The successful candidate is eager to contribute directly to the growth of a solid and expanding subsidiary, within a culture of trust and high standards.

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

Reference : AMI410/W

Contact : contact@alliance-consulting.ch

Thank you in advance for sharing your CV and salary expectations, which will be treated with the strictest confidentiality.

Confidential application through Alliance Consulting[®]—your single point of contact throughout the process.