

Sales and Marketing Manager Phytoceuticals

 Global

 unlimited

 Full time

About us

KD Phyto™ is the ideal partner for tailor-made phyto-extract products and plant-based lipids and offers responsibly sourced - minimally processed plant metabolites for food, cosmetics and pharmaceutical applications. As part of the KD Pharma Group™, we are uniquely positioned to leverage the experience and capabilities of the world's leading pharmaceutical lipid manufacturer.

With a strong focus on cannabinoids, KD Phyto™ excels at providing industrial solutions for plant-based active ingredients and food additives that drive the development of novel applications and unlock the potential of nature.

We have built a world-class manufacturing infrastructure that offers comprehensive product development and manufacturing capabilities from a single source - from raw material procurement to final product packaging. Our technology toolbox enables us to produce tailor-made plant-based products that comply with GMP, GMP+, Cosing, food and narcotics regulations.

We are recruiting for a sales and marketing manager who is based in Germany or the EU.

Responsibility

- Analyze markets and trends in phyto-extracts business with focus on cannabinoids
- Design and implement strategy to grow sales and profitability
- Build and lead a sales team for pharma, food and cosmetic phytoceuticals
- Implement and supervise CRM
- Create trusted and lasting relationships with clients
- Develop and implement professional sales and marketing material
- Oversee the creation of social media presence, website, blogs, and marketing brochures
- Work with scientific team to communicate product information to customers

Requirements

Subject Matter Expertise

- Experience in fast-growth ventures
- MBA with 5 years of experience in Hemp/Cannabis related business or equal Bachelors (BA or BS) in Business, Marketing, Agriculture, Communications, or a related field preferred
- Strong experience in Nutra and Cosmetics industry
- Proven success in generation revenue through sales and marketing
- Proven success in leading a team of 5+members
- Top professional selling skills
- Outstanding and sophisticated written and oral communicator
- Ability to think strategically and execute a complex sales model
- Very good knowledge of German is beneficial
- Business fluent skills in English, further foreign language skills appreciated

- Knowledge of Office applications (word processing, spreadsheet, presentation, groupware, ...)

Personal Traits

- Willingness and ability to communicate and cooperate with superiors, employees and customers
- Willingness and ability to continuously and comprehensively train yourself,
- Willingness to travel on business for several days at home and abroad
- Assertiveness, self-dynamics, own critical faculties, readiness for action, initiative and perseverance, ability to make decisions and take action,
- Ability to identify problems, describe and implement solutions,
- Ability to deal with conflict, willingness to learn, sense of order, organizational skills, sense of duty, self-management (determining own resources and goals, reflecting on strengths/weaknesses, self-motivation, time management),
- Service orientation, technical understanding in handling work equipment
- “Go Getter Attitude” for producing results
- Thrives in a fast-paced, high growth, dynamic environment
- Juggling of multiple projects with competing priorities
- Excellent communication and relationship building skills with an ability to prioritize, negotiate, and influence a variety of internal and external stakeholders
- Ability to digest and utilize data from reports, tradeshow, and CRM as a tool for developing account-specific growth strategies
- Dedication to quality and customer satisfaction
- Work autonomously and supervise sales and marketing teams
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Benefits

- Individual career and development opportunities in an internationally active company
- Flexible working hours
- Attractive remuneration with additional benefits such as Christmas and vacation bonuses
- Company pension scheme

We offer you a permanent full-time position in a modern working environment with great personal responsibility, personal development prospects and the opportunity to be part of medical innovations.

Please send your meaningful application to hr@kd-pharma.com with salary expectations and availability as a .pdf.



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