



Sales Manager International (m/f/d)

in the area of Consumer Health & Wellness

Hamburg

Permanent position, full-time, attractive mobile office arrangement



We - **the EVP / Vitafy Group** - are a long-established and growing European multi-channel player in the dynamic consumer health & wellness market. Under the umbrella of our successful group, our subsidiaries in Germany, England, Spain and Slovakia serve a diverse customer base in their respective target markets. For key product categories, we operate in-house production facilities.

As a reliable B2B service partner (with a focus on private label products & CDMO), we offer our customers from the drugstore, discount and grocery retail sectors, as well as pharmacies and branded goods companies, tailor-made and customer-specific products and services in the development of innovative, trendy health and wellness products. In addition, we ourselves have an extensive portfolio of our own brands in the areas of Consumer Healthcare, Sports Nutrition, Weight Management and Healthy Nutrition, which we market online B2C and/or in international retail.



For our **Sales / B2B / CDMO** division we are looking for an experienced

International Business and Sales Manager (m/f/d)

with a positive attitude and personality. As a sales professional you will be responsible for a versatile field of activity in an international environment.

Your field of activity

- Conduct market and competitor analysis, identify and evaluate sales opportunities; develop and implement a growth strategy; assess the D-A-CH market for private label products and CDMO services with focus on the pharmacy channel.
- Development of sales strategies with short- and medium-term growth targets; development of new markets and sales channels - national and international.
- Acquisition and active hunting of new customers, development and advancement of customer relationships
- Contact person and sparring partner for our customers; gaining a deep understanding of their needs, interests and requirements.
- Analyzing the respective customer potentials and setting up a customer development plan; developing individual solutions and strategies for achieving goals.
- Conducting condition and listing discussions; responsible for negotiation results, prices, listing conditions as well as contract implementation and fulfillment with focus on a "win-win" scenario for customers and organization.
- Create business plans with defined targets; responsible for achieving key performance indicators (sales, gross margin, debtor days).
- Responsible for product lifecycle management for customers and markets including creating forecasts and budgeting.
- Coordinating all customer specific requirements and projects within the organization
- Creating reports and evaluations on sales, products, product groups, etc.
- Providing impetus for the development of new products or the further development of the existing product portfolio by addressing customer needs
- Observing the competition and the market and carrying out corresponding analyses
- Carrying out sales presentations on our range of products and services

Your profile:

- Studies in the economic field or similar qualification as well as several years of relevant professional experience in sales of B2B products
- Proven track record in customer acquisition / Hunting mentality
- Several years of relevant experience, ideally in the private label / OTC market
- Excellent knowledge of OTC channels, esp. in pharmacies
- Excellent analytical skills; strategic and solution-oriented thinking and acting



- Strong intercultural skills and empathy
- Excellent communication and negotiation skills, high persuasiveness
- High customer and team orientation
- Perseverance coupled with coordination skills, flexibility and enthusiasm
- Business fluent in German and English

Your Benefit:

You can expect a permanent and versatile position in a future-proof company with a high level of innovation, flat hierarchies and short decision-making processes, as well as

- a collegial environment with a lot of autonomy and opportunities for further development
- attractive and performance-oriented remuneration
- flexible working with a high degree of creative freedom through flexible working hours without core hours and an attractive mobile office arrangement
- payment of a local transport ticket or equivalent
- subsidy for company pension scheme
- free drinks and fresh fruit

Interested? Our People & Organization team looks forward to receiving your detailed application with a possible starting date and your salary expectations!

→ <https://vitafy.jobs.personio.de/job/1485884#apply>

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