

SALES MANAGER (M/F/D)

SWITZERLAND & AUSTRIA

BUCKTON SCOTT GERMANY GMBH

ABOUT US

We, Buckton Scott Deutschland GmbH, are an international distributor of high-quality raw materials for the pharmaceutical, dietary supplement, food, beverage, and pet food industries. We are looking for dedicated new team members to expand our sales territory.

YOUR RESPONSIBILITIES

- Active management and expansion of the customer base in Switzerland and Austria
- Acquisition of new customers from the pharmaceutical, dietary supplement, food, beverage, and pet food industries
- Establishing long-term sales strategies and developing new market potential
- Advising customers on product portfolio, applications, and technical issues
- Conducting price negotiations, preparing quotations, and concluding contracts
- Participation in international trade fairs, customer events, and supplier meetings
- Close cooperation with the German sales team and international suppliers

YOUR PROFILE

- Experience in the distribution of raw materials, chemical or pharmaceutical ingredients
- Good knowledge of the pharmaceutical, dietary supplement, food, or pet food industries
- Independent, structured, and goal-oriented approach to work
- Sales skills, communication skills, and good negotiation skills
- Willingness to travel within Switzerland and Austria
- Very good knowledge of German and English; knowledge of French is an advantage

WE OFFER

- Attractive, performance-based compensation
- Company car or mobility budget – also for private use
- Home office with a high degree of personal responsibility
- International working environment with renowned manufacturers
- Short decision-making processes and a family-like corporate culture
- Professional training and ongoing professional development opportunities

INTERESTED?

We look forward to receiving your application!

Please send your documents, including your salary expectations and possible start date, to:

christian.hanke@bucktonscott.de