

SALES DIRECTOR

Mallorca or Barcelona - Spain



We are looking for a **new sales director in Palma de Mallorca or Barcelona.**

The key objective of the role is to **drive profitable and sustainable business growth** within the global market for our nutraceutical ingredient business. This includes well **designed route-to-market (RTM) - direct service vs. OEM/distributors - product portfolio, and pricing strategies.**

You will be a passionate and committed individual who has been instrumental in the success of a start-up in the food, nutrition, wellness, beauty industry and helped to **scale the business from R&D to commercialisation and sales growth.**

Industry: Nutraceutical industry

Seniority Level: High Level

Salary Range: 50.000-60.000€
**depending experience*

Annual Bonus: 25% on Salary

Employment Type: Full Day

Experience: 7 years similar position

Sales Director Responsibilities:

- Reporting to the CEO.
- Drive profitable and sustainable business growth.
- Build and maintain strong, long-lasting customer relationships.
- Develop a strong pipeline of new prospects to ensure continuous business growth.
- Maintain control of markets by ensuring transparency of OEM/distributors' customers and sales data.
- Develop a trusted advisor relationship with key accounts, customer stakeholders and executive sponsors.
- Ensure the timely and successful delivery of our clients' solutions according to customer needs and objectives.
- Coordinate business development activities, and promotion of new products and applications (cross-departmentally) as needed to achieve sales objectives.
- Keep updated on industry knowledge and changes.
- Preparation for and participation at trade shows and forums to build consumer awareness.
- Forecast and track key account metrics.
- Identify and grow opportunities, collaborate with the sales and marketing team to ensure growth attainment.
- Assist with any unexpected issue escalations as needed.
- Systematically use the company CRM system to document all actions.

Executive Assistant Requirements:

- **P7+ years of B2B sales experience** within the **nutraceutical or life sciences business**, with a deep understanding of the **industry in US and EU.**
- Solid client networks in Supplement/Food industry: **Proven track record in launching and commercializing food and nutraceutical ingredients.**
- **Ability to drive the growth of a business unit with minimal supervision.**
- **Experience in working under a complex environment.**
- Results achieved/proven track-record.
- **Proven track-record in growing new markets, segments, customers.**
- **A scientific degree**, ideally in food technology, biochemistry, chemistry, pharmacy, biology or comparable would be a plus.
- **Fluent in English**, other language – nice to have.
- **Experience in working in a start-up company / environment.**

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HEADQUARTERS

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