



The Romaco Group is one of the world's leading specialist suppliers of processing and packaging technology. Divided into the Processing, Tableting and Packaging divisions, the company develops system solutions for the pharmaceutical, cosmetics, food and chemical industries. The group company Romaco Innojet GmbH develops, designs and manufactures functional components and complete systems for granulation and coating of solids.

To reinforce our team, we are looking for a qualified and committed person to start as soon as possible.

BUSINESS DEVELOPMENT MANAGER NUTRACEUTICALS (M/F/D)

Key Responsibilities

- Be the application, market and technical specialist to support the Romaco field sales organization
- Elaborate case studies for nutraceutical applications together with our laboratories based in Germany, Spain and China
- Develop new customers in the nutraceutical field worldwide
- Organize seminars for customers in the Romaco laboratories
- Organize webinars for customers presenting the Romaco process technology
- Elaborate business cases (ROI calculations) for customers using Romaco equipment
- Introduce the Romaco process equipment at nutraceutical exhibitions worldwide
- Lead qualification
- Support and guide the local field sales team in
 - Offer Presentation
 - Negotiation and closing

Requirements, Education, Experience

- Engineer level degree or similar
- Professional experience in nutraceutical field in technological, sales or business development position. Minimum for 5 years.
- Experienced with process technology
- Good communication skills and client oriented.
- English: Advanced level
- Readiness to travel more than 50%

The Offer

- Assumption of a key function in a young and dynamic team
- Further development of a versatile area of responsibility within an expanding medium-sized company



Please send your detailed application with details of your availability and salary expectations to the address below or apply online at:

karin.cloeser@romaco.com

Romaco Innojet GmbH

Frau Karin Cloeser

Daimlerstraße 7

79585 Steinen