

Engineering natural active ingredients

SILAB is specialized in the development, production, and marketing of innovative biological active molecules for the cosmetic and dermo-cosmetic industry.

With values of independence, excellence and quality, SILAB has been one of the world market leaders for more than 35 years. Based in France, it has succeeded in building up an export business accounting for over 60% of turnover with its subsidiaries located in the United States, Brazil, China, South Korea and Singapore, and a global network of exclusive distributors.

Thanks to its innovation strategy, SILAB launches from 4 to 6 new products each year to meet the current and future needs of its customers.

Visit our website for further information: www.silab.fr

► 1 Area Sales Manager - Cosmetics Ingredients

Following constant growth in the US, SILAB Inc. is seeking an account manager based in its office in East Brunswick (NJ) to participate to its development on the market of natural active ingredients for the cosmetic and dermo-cosmetic industry.

Mission:

To grow and consolidate the business at customers in your assigned territory, East and Midwest of USA.

To achieve this goal, you'll need to:

- introduce the latest and current ingredients at SILAB's natural active ingredients portfolio;
- develop the business with our multinational key accounts;
- prospect new customers;
- ensure the detection and follow-up of sales projects;
- develop and maintain effective relationships and loyalty with customers, decision-makers, and influencers;
- plan and execute periodic trips to meet customers, participate at trainings, events and shows.

To ensure the accomplishment of your activities, you will prepare the annual sales budget and your activity reports to your manager. You will also participate to events and dedicated shows as exhibitor or visitor.

You will have strong interfaces with internal dedicated teams for scientific and marketing support, customer project leaders, and sales and logistics administration linked to customers' needs and demands. Upon your arrival, you will benefit from a dedicated training agenda and an annual training schedule linked to SILAB University program (France and USA).

Profile:

As this job mixes science and business, we require a bachelor, a master or engineering degree in biology, biochemistry, pharmacy or similar. It's expected a previous experience in sales for BtoB cosmetic active ingredients, pharmacy or food industry. As a technical sales representative, you need to present a sense of autonomy, strong responsibility, being open-minded and attracted by new challenges. You should have interest in building long-term human and business relationships and aspire to join an international company with strong values and constant growth.

Benefits:

Salary in accordance with experience and profile.

Benefits aligned to the market and detailed during hiring process.

What about us:

SILAB's reputation is based on excellence!

New expertise, cutting-edge technology, high-tech equipment, and highly qualified staff continually raise the company's level of performance and contribute to the launch of innovative, natural products with high added value.

Location:

Based in our office in East Brunswick (NJ), with frequent travels around East and Midwest states, as well regular travels to the headquarter in France for trainings.

Please apply on our website www.silab.fr (resume and cover letter)