



The Company

BCN Peptides is a fast-growing company specialized in the manufacturing of GMP peptides. With over 30 years' experience in this business, it has become a leading company in the Peptide API production.

Position

Title: Sales Area Manager

Location: Sant Quintí de Mediona

Salary: Depending on the experience and profile

The role

The Sales Area Manager will be responsible for developing and driving his/her sales vision and technical experience with customers. He or she will work alongside with the Sales Manager and sales team to grow new business opportunities and expanding the customer base through sales pipeline management and customer engagement.

Key Responsibilities:

- Build, enlarge and consolidate a business network with trustful relationship with customers.
- Be accountable for the achievement of sales for your assigned customers.
- Work on optimizing the strategic and tactical approach based on clear understanding of customers' expectations and needs.
- Collaborate with co-workers to achieve company goals.
- Constantly strive to improve own and company performance.

Requirements

- PhD (preferred) or Graduate degree in Chemistry, Biochemistry or similar. Knowledge in Peptide Chemistry is a plus.
- Languages: Excellent knowledge of Catalan, Spanish and English is required; knowledge of other languages is a plus.
- Excellent interpersonal and communication skills including presentation skills.
- Knowledge and understanding of Good Manufacturing Practices (GMP), regulatory and QA/QC requirements will be appreciated.
- Availability to travel around 25% of the time (mostly international trips).
- On-site position in Sant Quintí de Mediona (Barcelona)

Competences

- Strong communication skills (both written and spoken)
- Proactive, flexible, and have problem-solving attitude
- Good team player with the ability to work independently
- Precise, with attention to details, and well organized
- Strong IT skills (Excel, Power Point, online communication tools)

How to apply

If you are interested, please send the CV to cv@bcncorp.com, specifying that you are applying to the Sales Area Manager for BCN Peptides position in the subject.