

**Job Title:** Account Executive - Pharmaceutical Ingredient Sales  
**Location:** Anywhere in the Continental USA  
**Compensation:** \$100-120K base salary plus 60% bonus potential and car  
**Date:** February 2018  
**Job Code:** TH919AEP

Our client is a producer of value added ingredients for the pharmaceutical manufacturing industry. We are looking to hire an enthusiastic, intelligent, and motivated Sales Professional with experience calling on the targeted customer base. Someone who has a technical background in Chemistry, Biology, or Chemical Engineering is desired but not required. Must be able to travel to visit with customers to recommend products and help solve complex formulation issues for them.

Effectively communicate the features and benefits of Company's product lines and assists in delivering presentations to customers and internal management. Responsible for strategic planning and sales forecasts in the division and their execution.

#### **ESSENTIAL FUNCTIONS:**

- Develops and executes annual sales plans, long range plans, and sales forecasts to meet the division's strategies and objectives.
- Accountable for the development and execution of sales plans for the division.
- Manages sales team to implement and execute the sales policies.
- Evaluates and advises team members to improve their activity and sales results.
- Analyzes customer purchasing planning information reported by sales representatives in order to avoid stock shortage and over inventory to secure appropriate stock to meet customer's demand.
- Responsible for sales section goals and maintaining a positive influence among sales representatives.
- Stay current with new technology and developments and maintain professional contacts with individuals and organizations. Build and maintain relationships with current and potential customers.

#### **JOB REQUIREMENTS:**

- Bachelor's degree in Business, Marketing, or a Science like Biology, Chemistry, or Chemical Engineering is required.
- A minimum of 5 years selling ingredients to pharmaceutical manufacturers (branded and generic) such as excipients, APIs, minerals, vitamins, amino acids, etc.
- Prior experience managing sales reps is desired. Ability to lead a team oriented and self motivated work group.
- Extensive knowledge of the lengthy approval process required to get new products approved.
- Collaborative, problem solving, good communication and ability to work with minimal supervision, as well as with others are skills for good job performance. Detail oriented multi-tasker.
- Advanced computer skills required (Microsoft Office, Salesforce.com, etc).

We have excellent room for promotion and advancement and top notch benefits. If you are interested and qualified, please apply today!! Email your resume along with your salary history and expectations to:

Scott Wellington, President

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