



Director of Sales

Exempt Position- Remote 30% Travel Auto allowance included

Reports to VP of Sales, Americas

This position is responsible for the sales, marketing and market development of the portfolio of gChem products into the markets and geographies they have been assigned to manage into new chemistries along with broadening our current product offerings into new market applications and new geographical locations. The incumbent will be a member of the commercial sales team and provide ideas and recommendations in order to prioritize and determine where to spend limited R&D and sales resources. **Focus of Customer Base - Pharmaceutical/CMO/CDMO; Focus on**

API/Excipients

RESPONSIBILITIES

- Assist in developing new applications for our current products as well as new products for the company.
- Propose the marketing direction and strategy for his/her area of geography and market segment of responsibility.
- Implements the strategic plan for his/he market segment by developing the necessary tactics and then carries them out in the marketplace.
- Keeps key company personnel informed as to the progress in meeting agreed upon objectives.
- Manages the development and implementation of the following for respective area of responsibility:
 - Forecasting
 - Call reports
 - Pricing plans, proposals and contracts
 - Training of consultants, distributors and new employees in the respective area of responsibility
- Knows personally the key decisionmakers at his/her key accounts and has a good understanding of their values as they relate to gChem's business products and service.
- Utilize and support formalized sales & market development process integrated into SFDC; such as pipeline entry & progression, call reports, significant correspondence and forecasting.
- Supports and participates in the organization's Continual Improvement Program to comply with ISO 9001 and cGMP requirements by adhering to processes and procedures and working toward achievement of company objectives.

EDUCATION

- Bachelor degree in Chemistry, BioChemistry or closely related field.
- MBA preferred

SKILLS AND ABILITIES

- Minimum of five (5) years of experience in a sales or marketing role in API/Excipient/Drug Delivery.
- Self starter/initiative required.



- Excellent oral and written communication skills.
- Thorough understanding of related industries specifically chemicals.

Must be authorized to work for an employer in the USA without current or future restrictions.