

Would you like to work in an innovative company in the heart of Hamburg?

*PlantaCorp is an ISO 22000, GMP-certified German manufacturer of liposomal food supplements. Our unique and advanced vital substance-encapsulation technology provides our customers with highly effective, maximal-absorption liposomal food supplements.*

*We as PlantaCorp help our business partners to conquer the global supplement market with both our contract manufacturing and white labelling services. Together, we are shaping the future by creating a new perspective on food supplements. Our goal is to make our modern and innovative liposomal technology available to everyone.*

To get closer to our goal, we are looking for a:

## **DIRECTOR OF SALES AND MARKETING**

**Full-time, 40 hours (f/m/d)**

### **Tasks:**

- overseeing the Business Development and Sales department
- developing and executing strategic plan to achieve sales targets and expand our customer base globally (cold calling, SEO/SEA, trade fairs etc.)
- building and maintaining strong, long-lasting customer relationships
- developing and executing communication strategies to raise the awareness for our advanced liposomal technology (LipoSone®)
- responsible for sales forecasting and marketing budget planning
- partner with customers to understand their business needs and objectives
- effectively communicate the value proposition through proposals and presentations
- identification and approaching of new leads
- research on competitors, market and product trends
- planning, directing, and coordinating marketing efforts

## Required qualifications:

- proven sales executive experience in B2B business environment
- German and very good English, both written and spoken is mandatory
- experienced in selling dietary supplements / food products in a role as contract manufacturer / white label manufacturer
- ability to communicate, present and influence all levels of the organization, including executive and C-level
- experience in selling products that need further explanation
- proven ability to articulate the distinct aspects of products and services
- proven ability to position products against competitors
- demonstrate excellent interpersonal skills

*Mutual respect, reliability and self-initiative are a matter of course for us.*

## Benefits

We offer you a challenging job in a varied environment. In our very innovative and dynamic company that is on a strong growth path, you will have the opportunity to implement your own projects and thus develop yourself personally. With the right self-commitment, everyone has the chance of more responsibility.

Curious? Then we look forward to receiving your electronic application at:

**[jobs@plantacorp.com](mailto:jobs@plantacorp.com)**

[Cindy Scharf](#)

Director of HR & Accounting

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[www.actinovo.com](http://www.actinovo.com) | Liposomes – A new Era of Supplements

[www.plantacorp.com](http://www.plantacorp.com) | Producer of Liposomal Supplements in Germany. PlantaCorp is ISO 22000 and GMP certified.

## **About us**

PlantaCorp is an ISO 22000 and GMP-certified producer of liposomal supplements based in Hamburg, Germany. Our unique encapsulation technology offers other companies the opportunity to build a business in quality food supplements.

<https://www.plantacorp.com/>

In April 2015, we developed our own distribution brand, ActiNovo. Through ActiNovo, we offer liposomes as a revolutionary dietary supplement transport system to a global audience. These are up to 46 times more bioavailable than conventional tablets, pills and oils.

<https://www.actinovo.com/>

PlantaCorp GmbH and ActiNovo have together fulfilled a dream: Making high-quality, highly effective dietary supplements from a reliable source available to everyone, at a fair price.