

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:

SENIOR BUSINESS DEVELOPMENT MANAGER B2B

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

Tasks:

- independent implementation and successful completion of exciting sales and customer projects
- building a positive and personal relationship with potential new customers
- creating sales concepts for your target customer segments
- developing sales campaigns that convey an exciting message and create enthusiasm for our brand
- innovative generation of leads or inbound enquiries through digital storytelling on the appropriate media channels brings you fun and us the right customers
- measuring key figures and sales successes using analytical sales tools
- continuous monitoring of competitors, trends in the markets and potential target groups
- daily documentation and maintenance of your activities and customer meetings in our CRM tool

Required qualifications:

- completed training or degree in sales or business administration with a focus on new customer acquisition, customer success development or sales management.
- passion for challenging customer and sales projects as well as the ambition and stamina to complete them successfully
- consultative selling is not just a method for you, but your standard concept in the acquisition process
- a keen sense of trends and consumers as the foundation for your customer success strategies
- very good organisational skills
- openness and willingness to learn new things
- the ability to work in a team, loyalty, and the ability to assert yourself as a colleague

- strong analytical thinking and a results-oriented approach to work
- experience in agile strategy development desirable
- good technical skills with MS Office and marketing tools
- very good written and spoken German and English 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



Cindy Scharf

Director of HR & Accounting

MindSet Invest GmbH | PlantaCorp GmbH
Banksstr. 4 - 6
20097 Hamburg

www.actinovo.com | Liposomes – A new Era of Supplements
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.