



Business Development Cannabinoids Manager (m/f/x)

For over 40 years, our client has been manufacturing premium botanical ingredients at their GMP certified facility in Ticino, Switzerland. The products reach more than 70 countries worldwide, supporting over 300 businesses annually. With a steadfast commitment to sustainability and environmental stewardship, the company specializes in producing natural botanical extracts, isolates, and ready-made oil solutions. Since 1982, the company has been offering these unparalleled ingredients for use in the pharmaceutical, cosmetic, and dietary supplement industries. Especially the Medical Cannabis segment is growing fast in all market areas. Our client's core mission is to enhance people's quality of life.

To achieve the growth objectives (30% in 2024) and to identify new market opportunities early, the company is planning to strengthen its team by hiring a Business Development Cannabinoids Manager (m/f/x).

Tasks and responsibilities

- Develop, execute, and oversee a business strategy focused on financial gain, business growth and positive customer ratings
- Build up and maintain positive professional relationships with clients and industry's stakeholders
- Conduct market research data
- Identify and research potential markets, clients and business opportunities.
- Negotiate contract terms with clients and communicate with stakeholders
- Monitor project teams to ensure contracts are executed as agreed
- Make and give presentations to prospective clients and internal executives
- Create and implement processes and policies to support the overall business
- Track, identify and add qualified prospects to sales pipeline
- Develop and manage strategic partnerships to grow business
- Track and report on the status of proposal components
- Coordinate with sales teams to develop mutually beneficial proposals
- Prepare and submit sales contracts together with the Area Manager
- Stay in contact with Cannabinoids Organisations in the different Countries
- Find Tender business
- Get in contact with authorities if needed
- Travel to different countries to negotiate client contracts and obtain new business, attend in industry's major events.
- Identify sales leads and convert leads to sustainable sales.
- Establish, maintain, and expand customer base, distribution network and business opportunities within assigned territories.
- Compliance with all company's applicable business policies, rules and regulations.

- Draft accurate sales analysis and reports, with a particular focus on market trends and developments.
- Perform other duties as assigned.
- Conduct high-level market research to develop effective sales solutions
- Driving business growth within the company and expand its client network.
- Promote the company's products or services to prospective clients
- Participate in collaborative business meetings to update key stakeholders
- Provide continuous, constructive feedback to the Area Manager and implement Cross-Functional Collaboration across the company.
- Develop network of new clients and oversee growth projects
- Establish, maintain and expand customer base, distribution network and business opportunities within Cannabinoid market.
- Maintain and improve effective client and customer rapport for a mutually beneficial business relationship. Facilitate and support new business by proactively training commercial partners on new products and by attending industry's major events.

Qualifications and requirements

- Educational background in business, marketing, sales Graduate / Postgraduate with a proven Sales/Business Development background
- Relevant experience in Cannabinoid market worldwide, especially Europe
- Demonstrated ability in business-to-business (B2B) sales
- Exceptional networking skills and well-established professional network in the Cannabinoids business.
- Proven track record of sales growth in international business
- A strong understanding and experience in Business Development, Relationship Management Sales and Revenue Generation and Cross Functional Collaboration
- Exceptional Project Management and Project Development skills
- Experience working with various organizations within Cannabinoids business, from start-ups to global international companies.
- Excellent communication, presentation, and negotiation skills
- Thorough understanding of product knowledge and relevant market dynamics
- Ability and flexibility to travel frequently

Miscellaneous

- Location: ideally Switzerland – but generally flexible
- International travelling required
- Fluency in English is a must – any other language is a plus
- The position will report directly to the Chief Commercial Officer

Contact



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