



## **Business Development Roka Furadada**

### Required:

- Bachelor's degree in Chemistry, Pharmacy or related discipline.
- Master in Business Administration, General Management Programme: specific in Sales and Marketing.
- At least 4 years' experience working in the private sector: Chemical/Pharmaceutical Industry/ Cosmetic Sector.

### Highly Valued:

- Demonstrated experience in Sales department in cosmetic sector (UV Filters) or dermoscmetic.
- Deep Knowledge in Spanish and European Market.
- Experience in prospecting clients and retaining them.
- Own client portfolio.

### Valued:

- Knowledge and experience in Asian and South America Markets.
- Knowledge of active ingredients and sunscreen products and UV filters.

### Languages:

- An advanced level of English.
- Catalan and French will be highly valued.

### Responsibilities:

- Business Development of our products.
- Open new markets and develop business of existing products.
- Strong support in the sales strategy designed by CEO.
- Develop existing clients and find new alliances in Spain and Europe.
- Manage current clients in order to retain and strengthen relations.

### Soft skills:

- Excellent negotiation and communication skills.

- Flexibility and being able to adapt in a very dynamic environment.
- Leadership and proactive.
- Business and results oriented.

Benefits:

- Joining a young, dynamic and growing team.
- Participating in a growing and ambitious project.
- Promotion opportunities.

Salary:

- Commensurate with experience and background.

Interested candidates send cover letter+ CV to [meritxell@meritxellarque.com](mailto:meritxell@meritxellarque.com)