



# TECHNICAL SALES MANAGER

Cosmetics Division  
Northern France 100 %  
Home office based  
(Paris area preferred)

Founded in 1940, based in Switzerland and family-owned, RAHN-Group is renowned for exceptional products and outstanding innovative solutions. We are internationally active on the market with specialty chemicals for EnergyCuring and with high-quality active ingredients and special products for the Cosmetic industry. Years of experience, know-how, innovation, customer-oriented thinking and actions, close and long-term cooperation with our supplier partners, deep technical support and high-level service have made us a leading supplier in the market.

---

## Your main Accountabilities

Reporting to the Director Rahn France, you will build upon the existing customer-base and develop new sales. You will work independently from your home base, drawing upon technical and commercial support from a dedicated team of professionals in our Zurich HQ.

- Achieve challenging sales objectives in a highly competitive market
- Develop the market, initiate new sales, based on existing customers and prospecting to ensure RAHN France future growth and success
- Apply your technical knowledge and coordinate exchanges in close collaboration with internal organizational teams to effectively meet customers' demands, in the development of solutions in short, medium, and long term
- Build-up and develop strong and long-term relationship with customers in a dynamic environment
- Provide customer and market feedback, monitor, analyse and evaluate market opportunities and competitor activities

## Your profile

- A scientific background, ideally with a strong technical cosmetic experience. Knowledge of cosmetic ingredients would be an asset

- A track record of successful account management and new business development, ideally acquired in the cosmetics industry or in a comparable technical environment
- High flexibility and willingness to travel nationally and internationally frequently
- Excellent listening, communication, analytical and negotiation skills, with the ability to think in terms of "solutions" not "products" to meet customer needs
- Tenacity, organizational skills, and autonomy
- Oral and written English is a must

## Our offer

- Exciting challenge within a professional multi-cultural RAHN team, with a great team spirit
- Adequate salary package in an international and entrepreneurial environment
- High degree of independence and responsibility
- Continued education possibilities

We look forward to receiving your application via

[www.rahn-group.com/en/careers-rahn/jobs/](http://www.rahn-group.com/en/careers-rahn/jobs/)

RAHN AG  
Dörflistrasse 120  
8050 Zürich

T +41 44 315 42 00  
[www.rahn-group.com](http://www.rahn-group.com)

**RAHN**

Your partner for excellence