

## Middle East and Asia Sales Manager

- Full time, permanent role
- Home or office based
- Competitive salary
- Benefits package

# Protexin® Careers

This is a fantastic opportunity to join an innovative and rapidly growing organisation as a Middle East and Asia Sales Manager within the Human Healthcare division. Reporting to the International Sales Director you will be responsible for managing and developing our key Human Health brands with existing overseas partners and identifying and developing business in new markets within Asia and the Middle East.

### Responsibilities will include:

- Develop business plans to increase sales through existing distribution network
- Deliver detailed reports following market visits
- Build and sustain long-term relationships with all stakeholders
- Identify and develop new partners in territories we are underperforming or not present
- Ensuring a consistent message communicated for each brand around the world, as directed by the Director of Marketing and Communications
- Maintain excellent customer service
- To be the primary contact for new product enquiries within the territory
- Liaise with the Technical and Medical Affairs teams to provide product training and lecture talks for our distributing partners
- Work closely with the regulatory team to resolve any importation or registration issues
- Attend exhibitions and events internationally to promote the brands

### Required skills:

- Demonstrate a successful track record of identifying and developing overseas distribution partners and previous experience of promoting nutraceutical or pharmaceutical products for digestive health is desirable
- Demonstrate an ability to be persuasive and articulate, with excellent presentation and communication skills
- Have a marketing and/or science qualification and can demonstrate your ability to develop business via distribution partners
- Demonstrate ability to self-motivate and manage multiple priorities

Candidates must hold a full driving licence and passport, and be flexible to travel internationally on a regular basis. Your contribution to ADM Protexin Ltd will be rewarded with a competitive salary and a range of benefits including excellent pension scheme, healthcare benefits and 25 days annual leave plus bank holidays.

To apply for this exciting opportunity, please send your CV plus a covering letter to:  
**Claire Rowswell, HR Manager** – [Claire.rowswell@protexin.com](mailto:Claire.rowswell@protexin.com)

science  
and nature  
in balance

