



polygal ag
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Polygal is a leader in the production and distribution of natural hydrocolloids and biopolymers for various industrial applications. For almost 70 years, we have been serving our customers worldwide from our four global production locations. At our foundation, we were pioneers for plant-based products, today we are experts in sustainability.

At our site in Märstetten, Switzerland, the newly created position of

Sales & Product Manager Personal Care (100%)

awaits a dedicated and driven individual. In this role, you will report directly to the Head of Marketing and Sales and be primarily responsible for the international sales of biopolymers into the personal care industry.

Your responsibilities include:

- Global Sales: Managing and expanding our customer portfolio, acquiring new customers, and actively developing and growing our global distribution network
- Sales Performance: Realizing turnover and profit KPIs through effective sales strategies
- Product Management: Collaborating closely with R&D to develop innovative products, Conducting market and competitive analyses
- Planning and executing marketing initiatives (e.g., webinars, newsletters) while monitoring market trends
- Providing technical and commercial advice and support to customers and representatives worldwide

Your qualifications:

- You have several years of experience in sales and product management for personal care/cosmetic specialties, ideally with knowledge of functional natural polymers and, expertise in formulating personal care products
- You are well-connected within the personal care industry, with an established professional network
- You have additional training in marketing and sales, and you are fluent in English and German. Knowledge of French or Italian is beneficial
- You demonstrate a high level of initiative, are results-oriented, structured, think strategically, and have strong negotiation skills and an analytical mindset
- You enjoy traveling internationally for 8 to 10 weeks per year

We offer:

This position offers a market-competitive salary and flexible working conditions (hybrid work from home) within a dynamic and innovative team. If you thrive in a family-run SME with a global outlook, enjoy contributing your own ideas across a wide range of responsibilities, and are passionate about sustainable solutions and biopolymers, then you are the right person for us! We look forward to receiving your complete application documents by email at:

m.themann@polygal.ch

Manuela Themann

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