



Pharmaceutical/Hygiene Product Sales Manager

Thatcher Pharmaceutical, a privately held manufacturer of infection control, OTC pharmaceutical products and APIs is seeking an **OTC and Personal Care Products Sales Manager** to join Thatcher's Salt Lake City operations. This is an outstanding opportunity for someone with a positive, outgoing personality and willingness to shape the future of a company that values hard work and integrity. The focus of this position is to lead the nation-wide marketing and sales of OTC and Personal Care products, including finished products, APIs and raw materials. Particular emphasis will be placed on marketing hand hygiene and infection control products to the industrial, food and dairy, restaurant and healthcare market segments. The successful candidate will need to be focused, self-motivated and committed to what they do.

Essential Functions

- **Aggressively markets hand hygiene (hand sanitizer) and infection control products** to industrial/food and dairy, nursing and rehabilitation, restaurant and healthcare market segments.
- **Works with Thatcher Pharmaceutical executive team to identify and develop new business opportunities** and untapped market segments for existing products.
- **Targets multiple decision-makers at customers and prospective customers**, interfacing with key players within these organizations to solidify strong relationships with clients.
- **Functions as the OTC Pharmaceutical, Personal Care and adjacent markets development manager** and account manager, leading the development of new business strategies, preparing market assessments and implementing commercialization programs.
- **Specifies market requirements for current and future products by conducting market research** supported by on-going visits to existing and prospective customers.
- **Defines and recommends new products and services for market opportunities** consistent with corporate capabilities and objectives.
- **Owns the product launch process**, including defining and tracking schedules, creating and managing the cost of goods, product collateral information, and other product related deliverables that will create complete products.

Preferred Skills and Qualifications

- BA/BS in a related science field with a general knowledge of chemical principles and pharmaceutical product development processes.
- Broad knowledge of personal care, hand hygiene and infection control products and applications.
- At least 5 years experience in pharmaceutical or healthcare sales specializing in generic or commodity products for the institutional and retail markets.
- Experience with hand hygiene/infection control products preferred.
- Experience with hygiene in food processing, industrial, and institutional care environments preferred.
- Demonstrated success at identifying new product development opportunities and managing the launch of new products.
- Demonstrated communications and analytical skills.

Benefits

- **Competitive salary PLUS bonus program. Potential to earn an above average income.**
- **Car allowance and expense reimbursement.**
- **Benefit package including health, accident, life, and dental insurance plans.**
- **Significant profit sharing/retirement plan which is 100% employer paid.**

Contact Information: Please e-mail letter of interest and resume to: steven.rynders@tchem.com

Thatcher Pharmaceutical is an Equal Opportunity Employer (EOE) – Local Candidates Only Please