



artisan scientifique

Job reference KAMEUR

Key Account Manager Europe - Full Time/CDI – FR/UK/IT

Artisan Scientifique, Capsum is a French Third Part Manufacturer, founded in 2008, which pioneers Microfluidic Science applied to cosmetics to invent, develop and manufacture unique tailor-made cosmetic products in the form of pearls and bubbles. We partner and co-develop flagship products with skincare and makeup brands' marketing teams seeking game-changing products and differentiation with high visual impact. Our portfolio of clients includes premium brands in the US and Europe (e.g. Chanel, La Prairie, Estee Lauder, Carita, Algenist, Darphin, Lierac, Pierre Fabre...). With a double-digit growth since inception, Capsum operates a successful philosophy centered on co-creation, continuous inventions and high-end quality.

At Capsum, innovation is driven by science and technology applied to both product formulation and the manufacturing process. In partnership with Harvard and ESPCI Paris Tech universities, Capsum filed +60 patents. Capsum laboratories and manufacturing plants operate from Marseille and soon Austin. Our showrooms are staged in Paris, New York and Los Angeles.

Capsum is looking for a senior sales executive with experience in contract manufacturing. Reporting to the head of Global Sales, part of a fun internal team of business development directors, you are a key interface between major EU brands marketing executives (clients) and internal R&D. Startup style, everyone at Capsum makes a difference. If you're considering being part of exciting projects, in a fast-growing, innovation-driven and stimulating environment, it's the best time to join us!

MISSIONS & RESPONSABILITIES

- Meets clients to dream up their next beauty products
- Interacts with brands marketing and product development teams
- Identifies profitable product development opportunities
- Prepares product briefs and pricing
- Scouts territory (W. Europe) for new prospects
- Drives growth revenue + profit
- Establishes sales budget and reporting
- Implements strategies
- Collaborates with remote teams and works with cross-functional teams

QUALIFICATIONS – PROFESSIONAL SKILLS

- 10 years' experience in contract manufacturing of beauty products
- Expert in beauty B2B skin care + makeup
- Knows beauty product development and formulation basics
- Has established connections with major EU brands marketing execs
- Concerned by innovation & sustainable manufacturing
- Ideally based in France
- Travels half time
- Fluent in English

PERSONALITY – SOFT SKILLS

- Keen on beauty products & clean cosmetics
- Attentive and communicative
- Likes challenges, winning sales & networking
- Quick learner & entrepreneur
- Creative, fun, with high energy
- People person with exceptional inter-personal skills
- Well organized and adaptable (it's possible!)

Are you ready to join us ?

Please indicate the code KAMEUR to job@capsum.eu