

Business Development Representative

Cosmetic & OTC Contract Manufacturing · Warminster, PA

Salary + Commission

Commission-Only Option

3–5 Years Experience

About Renu Labs

For more than 20 years, Renu Labs has been a full-service cosmetic, OTC, and personal care contract manufacturer. We're FDA registered, cGMP compliant, and OTC licensed, with an in-house formulation lab and complete capabilities — formulation, filling, labeling, and packaging all under one roof at our Warminster, PA facility.

5,000
UNIT MINIMUM ORDER

Most competitors won't touch anything under 25,000 units. That means you can say yes to emerging brands, indie launches, and pilot runs other manufacturers turn away — and grow with those accounts as they scale.

The Role

You'll drive new business across cosmetics and OTC categories. This is a consultative sale: you're helping brand owners and product developers navigate formulation, compliance, and production, and you'll have direct access to our lab and operations teams to get answers fast.

Responsibilities

- Build and manage a pipeline of prospective customers across cosmetic and OTC categories
- Present our capabilities, manufacturing processes, and regulatory standards to brand owners and product teams
- Partner with New Product Development, Quality, Operations, and Regulatory to build accurate proposals and confirm project feasibility
- Negotiate contracts and pricing within established guidelines and profitability targets
- Track pipeline and performance in Monday.com, reporting on lead conversion, revenue growth, and retention
- Lead problem-solving with customers while honoring manufacturing and quality requirements
- Stay current on industry trends, competitor activity, and regulatory changes affecting your accounts

What You'll Be Selling

Six categories, all formulated and produced in-house — formulation, filling, labeling, and packaging under one roof at our Warminster facility.

Skincare

Serums, moisturizers, eye treatments, exfoliators, anti-aging, acne, masks

Sun Care & OTC

Sunscreens, OTC skincare, antifungal, pain relief creams and roll-ons

Body Care

Body butters, scrubs, lotions and creams

Haircare

Shampoos, conditioners, scalp treatments

Pet Care

Grooming products, deodorizing spray, hair shine spray

Sample Formats

Sample packets, trial and travel sizes, customizable sachets

Qualifications

- Bachelor's degree in Business, Marketing, Life Sciences, or a related field (MBA a plus)
- Minimum 3–5 years of B2B sales experience; cosmetics, personal care, or pharmaceutical/OTC manufacturing strongly preferred
- Familiarity with FDA regulations, GMP standards, and contract manufacturing
- Proficiency with Microsoft Word and Excel, Google Docs and Sheets, CRM platforms, and digital reporting tools
- A track record of hitting or beating targets, strong organization, and the ability to juggle multiple accounts at once

Compensation

TRACK ONE

Salary + Commission

Base salary commensurate with experience, plus commission on the new accounts you open and grow.

TRACK TWO

Commission Only

Commission-only positions are also available for experienced reps who prefer to run their own territory with uncapped earnings and no base.

READY TO APPLY

Send your resume to Ron Carl, EVP of Operations

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