

Business Development Manager / Account Manager

Responsibilities:

- Develop sales plan to achieve established sales goals to support company's objectives
- Develop and maintain potential customer list in the selected markets and applications
- Develop and support appropriate customer marketing strategy
- Develop rapport with selected customers to understand their needs and unmet needs. Act as a problem solver.
- Develop and identify new business opportunities/projects
- Work with internal technical teams to recommend appropriate solutions that address the customers' needs, concerns, and objectives.
- Generate, coordinate and lead internal and external cross-function collaboration
- Provide on-site technical support upon customer's request
- Develop appropriate strategies to address competition
- Provide progress and metrics reports to management on projects in a timely manner
- Grow and assist in retaining existing accounts.
- Attend industry functions, such as association events and conferences, and provide feedback and information on market and creative trends within the selected segments and TPE industry.
- Align with colleagues in the global organization concerning global product launch / rollout initiatives.
- Present to and consult with mid and senior level management on business trends with a view to developing new services, products, and distribution channels.
- Participate in the strategic planning, innovation and product development processes to assist in the product pipeline development.

Requirements:

- BS degree or higher in Polymer, Chemistry, Chemical Engineering or Mechanical Engineering with at least 5 years work experiences in TPE industry or Color Masterbatch industry.
- Hands-on experiences in injection molding, extrusion or tooling fields is desirable
- High sense of urgency, and comfortable in a fast-pace environment
- Aptitude to work effectively within a multicultural and multifunctional environment. Cross cultural communications skills and experience is highly desirable.
- Self-driven, Strong sense of urgency, Strong interpersonal and communication skills
- Excellent written and verbal communication skills.
- Strong MS Office skills in Word, Excel, and PowerPoint.

Note: 1) Technical Service Professionals with rich hands-on experiences in injection molding or extrusion are warmly welcome to apply for "Sales Engineer" position
2) "Sales Representative" position is available for people with less than 5 years sales experiences