

## Sales Manager (m/f/d) Fluoropolymers, Melt resins and Compounds

### Daikin Chemicals - Positively Innovative

Since 1933, Daikin Industries has been involved in the research and production of fluorochemicals, and is one of the world's foremost manufacturers of fluorochemical materials today. Daikin's unique expertise is essential to a variety of industrial fields: With world-class technology, we offer a wide range of high quality products with applications in automotive, semiconductors, health care, renewable energy, consumer cookware, wire and cable, textile and fabric treatment, paper and packaging, optics and displays, coatings and more.

### Assignment

The Sales Manager is responsible for ensuring that sales volumes and profit targets are met for their territory by maximizing the value for all Daikin RESIN products (Polyflon PTFE / Neoflon Fluoroplastics / Compounds). Activities in this role include creating call reports, forecasting, budgeting, pricing, expense reporting and activity planning. The position requires heavy travel (>40 %) and efficient use of office days to accomplish all required activities. Develop multi-disciplinary, multi-level relationships within customers to achieve sales objectives at maximum value return. Close co-operation (communication) with Daikin Industries, our Japanese parent company where the global strategy is coordinated or the related production units (Daikin America, Daikin Chemical China).

### Main responsibilities

- Manage accounts and set priorities (classify accounts and set programs accordingly) to meet annual sales targets and achieve growth in line with short-, mid and long term business plan
- Develop / establish a close relationship at all levels of the customer organization (including purchasing, technical, R&D and outsourcing functions) to accomplish territory sales goals
- Manage Daikin resources at each account (technical services, marketing, management, other)
- Customers include but are not limited to prime manufacturers, sub-contract, manufacturers, research organizations and consultants
- Develop a business strategy to profitably sell the products in Daikin Chemical Europe territory in line with global policies
- Improves product marketability and profitability by researching, identifying, and capitalizing on market opportunities; improving product packaging; coordinating new product development
- Analyzing trends and results to identify marketing opportunities
- Provide day-to-day information about sales directions, new applications, competitive activities, product requirements, pricing, new products, quality issues, and any other customer requirements

- Develop and manage the annual sales budget, revised annual sales budget, monthly sales report and executive report by request
- Forecast sales volumes and prices by account
- Coordinate account performance with the credit department
- Assist to resolve supply issues
- Work closely with Daikin's Headquarter where most products are developed and technically supported, and other Daikin subsidiaries or external resources, where required to support international business development
- Prepare reports requested by management
- Work within established expense and other budgets
- Generate and promptly report information acquired from customers / markets, on competitors, new products, and other public information to the team
- Considerable travel to customers with Marketing, business and other Daikin members
- Handle any other Daikin products on request from management

## Skills & Requirements

- Degree in technical or chemical engineering or master in business science with additional experiences in technical sales
- A "Hunter" type new business developer with strong analytical thinking
- Minimum 5 - 10 years of plastics and / or 3 - 5 years of fluoropolymer / -elastomer related industrial experience in a commercial role
- A working knowledge of basic understanding of chemical manufacturing practices and costs
- Experience in preparing budgets, sales figures and marketing strategies
- Experience in organizing promotions for products at trade fairs or at customers
- Excellent communication skills (both verbal and written)
- Excellent negotiation skills and ability to deploy product value selling
- Ability to develop reports and reference documents to submit to customers
- Competency with Excel and PowerPoint
- Fluent in English (German native speaker). An additional language is an asset
- Motivational skills and good human relations skills
- Value of teamwork
- Ability to work in an intercultural environment
- Flexibility

## Position

- Full-time employment

## Contact

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Daikin Chemical Europe GmbH promotes equal opportunities and diversity in its employment relations.

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