

Title: Marketing and Sales Manager (m/f) – Biochemicals

Company: UPM

Location: Augsburg

UPM leads the integration of bio and forest industries into a new, sustainable and innovation-driven future. Our products are made of renewable raw materials and are recyclable. UPM consists of three Business Groups: Energy and pulp, Paper, and Engineered materials. The Group employs around 24,500 people and it has production plants in 16 countries. UPM's annual sales exceed EUR 10 billion. UPM's shares are listed on the Helsinki stock exchange. UPM – The Biofore Company – www.upm.com

New Businesses & Development organization (NBD) is part of the UPM Technology Function. The role of NBD organization is to evaluate, develop and commercialize new business ideas that support and are aligned with UPM strategy. Current NBD business and technology development portfolio consists of three programs: Biochemicals, Fibril Cellulose, and Advanced Fibre Materials. Biochemicals program includes three sections: Processes and Production, Performance Chemicals and Building Blocks.

New Businesses & Development is looking for a Marketing and Sales Manager, Biochemicals, Performance Chemicals. The main purpose of this role is to lead UPM marketing and sales operations for Performance Chemicals and to commercialize various new second generation based chemicals. Marketing and Sales Manager, Performance Chemicals, will analyse various business segments, identify business opportunities, develop business cases and plans, implement commercialization strategies, and manage customer relations. She/he will also work closely with Manager, Performance Chemicals, in formulation and implementation of Performance Chemicals strategy.

The ideal candidate for this role is highly motivated and energetic individual who has a strongly business oriented mind-set and work experience from the chemical industry. She/he is also very much results oriented and due to the nature of the role in question, has a capability to effectively manage multiple tasks at the same time. Work experience from similar businesses is required.

Hauptaufgaben und Verantwortlichkeiten

- Lead UPM Performance Chemicals marketing and sales operations
- Commercialize new second generation based performance chemicals
- Analyse business segments and identify new business opportunities
- Create business cases and plans for selected business opportunities

- Carry out and steer business feasibility evaluations
- Build up customer base and take care about customer relation management within the chemical industries
- Convert identified customer needs into product features
- Create and manage commercial strategic external partnerships
- Participate in formulation and implementation of UPM Performance Chemicals strategy
- Ensure alignment of related UPM initiatives with Performance Chemicals product development

Anforderungen

- Master's degree (or higher) in business management, chemistry, or equivalent
- 3+ years work experience in marketing & sales from chemical industries
- Relevant work experience in the area of products requiring a substantial amount of technical support and know-how, e.g. formulated products (e.g. for adhesives, sealants, paints, coatings, cosmetics, masterbatches)
- Fluency in English (other languages considered as an asset)
- Business oriented and entrepreneurial mindset
- Ability to work and lead projects in matrix organization
- Structured way of working and ability to meet deadlines
- Good project management skills
- Track record of being a good team player and contributor to common targets
- Excellent communication and presentation skills
- Readiness to travel

Apply here: <http://joberate.com/redirect/url/32f3-be-3f-39-3f635d>