

“Can you successfully develop new value propositions with SMA for Coatings & Inks applications?”

Does it challenge you as an Application Development Manager to be responsible for steering that Polyscope is developing the right product solutions and value propositions in its ambition to have an application leadership position in the strategically important Coatings & Inks (C&I) market segment? Then this is the job for you!

Introduction Polyscope Polymers

Polyscope is a young, entrepreneurial and highly innovative Specialty Polymer global market player founded in 2006. We are the global leader in research, product development, production and supply of styrene maleic anhydride (SMA) copolymers and SMA-based terpolymers.

Polyscope offers innovative solutions for customers active in the Specialty Chemical and in the Engineering Plastic industry. The Coating & Inks, Electronics, Paper, Packaging, Optical Display and Automotive markets amongst others are served with a full spectrum of base resins, compounds, solutions and derivatives, chemically modified to meet unique customer needs in chosen Business Market Segments. Our products are marketed under trade names Xiran[®], Xibond[®], Xiloy[™] and SMALP[®]. The global customer base of Polyscope is supported from the corporate headquarters and production plant at the Chemelot industry park in Geleen (Netherlands), by local sales offices in Asia and in the USA and by production facilities for the SMA-derivatives and SMA-compounds locally positioned around the world.

Polyscope has the ambition to accelerate our transformation into a sustainable Specialty Chemicals player and develop global market leadership in strategic markets via game changing partnerships and product & business innovations. All geared towards our mission to help our clients today with their challenges of tomorrow!

To realize our ambition we are looking for a

APPLICATION DEVELOPMENT MANAGER COATINGS & INKS WITHIN OUR BUSINESS UNIT SPECIALTY POLYMERS

Within this position you will be a member of the Business Market Segment team (BMS), consisting of the market development manager, sales manager and product development manager. Together with this team and other peers you shape our ambition to become an application leader in Coating & Inks segments and to grow significantly as a specialty solution provider in terms of volume and value.

What are your activities and responsibilities

You are responsible for defining the application development plan as part of our BMS roadmap. This plan is based on the “voice of customer” and the identified product-applications opportunities. You recognize and understand the pain-gain of SMA based (development) products to find the most profitable technically feasible applications in which Polyscope can shine and develop high value specialty business. You steer the execution of the application development plan within targeted budget and time.

For the targeted market segments you establish from a business market intelligence perspective an expert level of relevant product, application and value chain knowledge. The patent landscape is thoroughly reviewed by you in areas of focus and you proactively secure our intellectual property.

You maintain a healthy project pipeline by initiating ideas on new or modified products and C&I applications to support a continuous growth in new value propositions. Projects are successfully executed from your role as project team leader or member in a staged gate manner from ideation to commercialization.

The R&D department is engaged by you to build relevant C&I application (lab) capabilities within Polyscope and you steer the product development, application data collection and validation testing of new value propositions.

To support sales managers in their offering to the market you give substance to the value propositions by defining the general story line and building a meaningful data package based on market requirements. In consultation with our sales and business development (S&BD) team you provide training respectively technical application support at existing or new customers respectively distributors for either quality issues or new business implementations.

You will be reporting to the Manager Market Development of the BU Specialty Polymers.

What you can expect from us

- Good salary conditions and bonus agreement
- 25 holidays with an option to buy extra
- Good pension plan and training/education budget
- The support to independently fulfill your position and achieve results
- A very challenging, dynamic and informal environment with lots of flexibility, freedom and own responsibility.

What are we looking for

Key is your “technical” interface function within the Polyscope organization. You are able to support the sales managers, distributors and customers with your wide knowledge of the application and you build bridges with the technical professionals at the customers.

You are goal-oriented, a creative problem-solver and you provide a good balance between being outside-in oriented by starting from market requirements and being inside-out oriented to realize new value propositions. By combining a strategic view and fresh conceptual thinking with a pragmatic, structural and analytical approach you make things happen. You willingly go into the lab and guide the generation of applications data by the application development team.

You perform well in a team and you don't shy away from establishing a prominent position in the global C&I market development team. You are able to work independently within a dynamic, changing environment.

The position is based in our Headquarters in Geleen and requires the ability to travel circa 20%.

- Your education:
 - Minimum master level in polymer or material science
 - Preferably strong demonstrated knowledge of polymer chemistry
- Your experience:
 - Over 5-10 years working experience in a product & application development role within a C&I related environment (preferable in colorants, dispersants or pigments)
 - Technical (hands-on) proven application development track record to build value propositions for C&I
 - Experiences and/or affinity with Sales and Business Development processes
 - Robust knowledge of application testing in the C&I industry
 - Preferably familiar with surface chemistry related technologies (pigments, dispersions, binders, additives)
 - Senior project management skills
 - Preferably proficient in design of experiments and customer relation management systems
 - Extensive experience with cross functional areas and cross cultural business environments
 - Excellent written and verbal communication skills in English and preferably in German.

How can you apply for this position

Please provide your application in English (CV + motivation letter) **before the 30th of October** to Saskia Keydener of our Human Capital Center: skeydener@polyscope.eu.