

### **“Can you grow our SMA market position in Coatings & Inks?”**

Does it challenge you to:

- Be responsible as a Market Development Manager to shape and lead the strategically important Coatings & Inks Market Segment within our Specialty Polymers Business Unit towards a recognized Application Leadership market position
- Use your drive to lead the business development in this Segment in a profitable manner
- Bring your enthusiasm and experience to your Segment team to generate together high-value customer solutions

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<sup>®</sup>, Xibond<sup>®</sup>, Xiloy<sup>™</sup> and SMALP<sup>®</sup>. 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

#### **MARKET DEVELOPMENT MANAGER COATINGS & INKS WITHIN OUR BUSINESS UNIT SPECIALTY POLYMERS**

You are a goal-oriented self-starter who wants to use your extensive experiences and global network in the Coatings & Inks market to drive the targeted growth of our Coatings & Inks Segment. You want to be responsible for shaping and leading the Coatings & Inks Segment. You like to build an engaged, customer focused, knowledgeable and entrepreneurial Segment team. It is your passion to convert market opportunities into innovative, high value solutions with SMA.

#### **What are your activities and responsibilities**

While performing part of the Business Development activities yourself, you drive the growth of the Segment. Based on the Polyscope strategy, you define the global strategy for your Segment, including long term target positions and you steer the development along the designed long term Segment plan. You collect, analyze and incorporate business market intelligence into this plan and into related activities. This plan serves for you as the roadmap to steer towards an optimized long term profitability. You identify parties in the value chain to build partnerships or new business models to access new technologies and/or markets to develop a more sustainable market position.

You are financially accountable for your Segment. All aspects of the new business development process are steered by you and you enthusiastically guide the team through a Stage Gated process. The business development project (portfolio) management related to your Segment is supervised by you. To integrate the “voice of customer” and develop value propositions to enable the Sales Managers to reach sales revenue and EBITDA targets, you liaise between Sales, Marketing and Research & Development. In case of new value propositions you come up with an effective market launch plan. Your network is developing and well taken care of to establish sustainable relationships with key industry partners such as company decision makers, influencers and other stakeholders.

Due to the challenging nature of this position you have a drive to cross borders and the expression “never say never” applies to you. You get energy in getting things to work and know setbacks are part of the game. You are responsible for achieving a positive result and get all the means to achieve this goal.

Within this position you work closely within the departments Sales, Marketing & Communication, Research & Development and Production. 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**

- You have a Master level in Business management with a strong Chemical background or master level in Chemistry / Chemical technology with strong Business management background
- You have over 10 years working experience in Sales, Business Development, Key Account Management and Marketing Management within the (technical B-2-B) Coating & Inks industry
- You have a technical background and affinity with Polymer or Material Sciences are a plus
- You have an extensive relevant network in C&I in Europe/USA. As an important growth potential is in China/Asia, having also such experiences would be a plus
- You have a proven Business Development track record in building Value Propositions for the Coating & Inks market
- You have extensive experience with cross functional areas and cross cultural business environments
- You work independently and can lead a global team within a dynamic, changing environment
- With your strategic view, conceptual thinking ability and business acumen you want to drive the success for SMA within your Segment. You do this curiously with a realistic can-do and hands-on mentality
- You master high social confidence and are able to ask, tell, present, persuade, confront, motivate people from different cultural backgrounds
- You demonstrate:
  - Excellent written and verbal communication skills in English and preferably in German, Spanish and/or Chinese
  - Senior project management skills, next to strong communication-interpersonal-organizational skills
- To efficiently work with the other team members you ideally work from our Headquarter in Geleen
- You are willing to travel (40%).

#### **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](mailto:skeydener@polyscope.eu).