

Nov 2<sup>nd</sup> 2017

## Recruitment Information / LANXESS K.K.

We have an open position as below:

Job Title	LPT Head of Japan
Business unit	LPT(Liquid Purification Technologies)
Employment type	Permanent
Location	Tokyo (Marunouchi Chiyoda-ku)
Compensation	10~12MM + Bonus
Responsibilities	<p>Ensure long lasting customer relationship, shifting LPT from product provider to solution provider. Grow Japan to a level of leading position both in terms of sales and technical know-how.</p> <ol style="list-style-type: none"> <li>1. Managing the team in Japan including Toyohashi Lab with growing business in both IER and MEM by define related market and execute the action plan</li> <li>2. Achieve the targets of both IER(Ion Exchange Resin) and MEM(Reverse Osmosis Membrane) by keeping current customers and developing new customers as well as new applications/markets in Japan</li> <li>3. Work with the sales team in APAC to coordinate the activities with regional Japanese customers outside of Japan</li> <li>4. Work with HQ Marketing, Supply Chain and Technical to ensure profitable sales of LPT</li> <li>5. Leading the Japanese team to face the challenge both internally and externally</li> <li>6. Develop key team members</li> </ol>
Requirements	<ol style="list-style-type: none"> <li>1. Chemistry, Chemical Engineering, Process Engineering area majored</li> <li>2. 10years experience</li> <li>3. Project management experience</li> <li>4. People management experience</li> <li>5. Business negotiation in Japanese/English</li> <li>6. TOEIC score <math>\geq</math> 800</li> <li>7. International work experience (preferable)</li> </ol>
Holiday	Sat, Sun, Japanese public holiday, May 1 <sup>st</sup> , December 29 <sup>th</sup> through 31 <sup>st</sup> and January 1 <sup>st</sup> through 4 <sup>th</sup>
Contact	<p>Kaoru Yamaki, Human Resources  kaoru.yamaki@lanxess.com  81 3 5293 8034 (8033)</p>