

Jun 6<sup>th</sup> 2017

## Recruitment Information / LANXESS K.K.

We have an open position as below:

Job Title	Sales development manager
Business unit	Material Protection Products <a href="https://lanxess.com/en/corporate/products-solutions/business-units/material-protection-products/">https://lanxess.com/en/corporate/products-solutions/business-units/material-protection-products/</a>
Employment type	Permanent
Location	Tokyo (Marunouchi Chiyoda-ku)
Compensation	8.7~10MM + Bonus
Responsibilities	Sales development based on the strong technical knowledge and background <ul style="list-style-type: none"> <li>• Develop new business (new customers, additional business with existing customers)</li> <li>• Secure/expand existing business (achievement of sales budget)</li> <li>• Improve customer satisfaction</li> <li>• Collect market situation</li> <li>• Domestic customer visit (3-4times per week)</li> <li>• Intl business trip (once a year for regional meeting)</li> </ul>
Requirements	<ul style="list-style-type: none"> <li>• Education: majored in science and technology (chemistry preferred)</li> <li>• 15 + years experiences in biocide area or chemical additives</li> <li>• Experience in/with international companies</li> <li>• Business English skill</li> <li>• Global mindset</li> </ul>
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>
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