



We are a reputable and internationally active company in the chemical industry, which belongs to the American PMC-Group. **Raschig GmbH** focuses on the development and manufacturing of high quality and innovative products in the field of specialty chemicals. Our product range makes us one of the world's leading manufacturers of **fine chemicals** and **specialty additives**. In order to grow and expand our global market position, we are looking for highly results-oriented professionals as a

## **Application Specialist/Business Development Manager Specialty Chemicals (m/w/d) for North America or India or Asia Pacific**

### **Responsibilities:**

Become a team player of a New Business Development Team

- Develop and manage a territory of existing customers and selected distributors
- Deliver on volume, revenue and profitability targets to achieve the annual operating plan. Build and manage a healthy opportunity pipeline
- Focal Point for handling any application questions and technical discussions with customers
- Work across multiple levels of customer organizations to manage developmental projects based on company chemical technology platforms
- Identify/Develop new application areas of the existing products (polymer additives, antioxidants for Rubber, ABS, PP, e.g., pharma ingredients, electroplating specialty chemicals, monomers) in a customer-centric approach
- Identify, investigate and follow up on qualified leads
- Maintain active contact with technical staff and developers of our key customers and distributors and run development projects together with them
- Support, initiate and take part in R&D projects
- Being an advocate of customer needs into the Raschig Chemicals organization thereby promoting that the right decisions being made for the business
- Recommend product and process improvement based on customer input and other data (performance, cost, consistency)
- Responsible for keeping well-organized records of customer critical data
- Identify drivers of differentiation (customer-centric approach), customer pain points, and product portfolio gaps and initiate related activities (R&D development projects, sales, service)
- Translate technical properties into customer benefits (USP); align and support content creation and training of the sales organisation
- Lead investigations of customer claims and make the complaints into opportunities for improvement

### **What distinguishes you:**

- Master and/or Ph.D. in Chemistry and/or Chemical engineering
- >8 years relevant work experience as an application specialist, engineer or manager in the polymer additives, emulsion polymerisation, coatings, pressure sensitive adhesives, TPU, electroplating and pharma specialties industries
- A strong technical and application "hunter" mentality - ability to identify new applications and growth opportunities
- Robust Knowledge of polymer additives and monomers and their application areas such as conductive adhesive, hydrophilic coating, pressure sensitive adhesives, coatings, thermoplastics, 3D printing, medical devices
- Desirable – in addition to the above understanding of electroplating industry/chemistry, battery manufacturing and/or pharma ingredients for API synthesis
- Professional background in the polymer, electroplating and pharma industries/ technical sales experience advantageous
- Customer-oriented and P&L-driven work style
- Technical understanding and hands-on approach
- Excellent oral and written communication skills in English (C1), German –desirable but not mandatory

### **Your Attitudes:**

- Open-minded, positive and creative personality
- Agile, pro-active working style
- Collaborative team player in a global organisation
- Continuously learning individual

### **Our Offer:**

We offer you a challenging job on an international level with plenty of scope for creativity and a high degree of personal responsibility combined with a very pleasant working atmosphere and interesting development opportunities.

Would you like to take up this challenge?

Then we look forward to receiving your informative application, which you should send to the following address, stating your salary expectations and the earliest possible starting date:

RASCHIG GmbH  
Mundenheimer Straße 100  
67061 Ludwigshafen

preferably via E-Mail:  
Bewerbung@Raschig.de