



SEARCH SOLUTIONS

ITalent SA is a professional and highly ethical search firm that focuses on leadership and management positions as well as technical and specialist roles.

On behalf of our client, an international chemical group, we are looking for a dynamic and experienced:

Global Field Application Engineer Polymer (M/F)

Purpose

To boost global sales by collaborating with our customers' technical teams on Carbon Additives for Polymers.

Key Responsibilities

- Support Area Sales Manager with technical topics related to Carbon Additives for polymers.
- Make technical presentations to potential customers, agents, distributors, providers, etc.
- Provide pre-sales technical assistance and product education, and after-sales Technical Support.
- Actively develop new customers, new applications and new markets related to CAP and other technologies.
- Support and contribute to customer claims management.
- Search, collect and process market intelligence material on a regular basis on Technical customer requirements, competitor developments and sales activities, etc;
- Responsible for the creation, update and execution of strategies related to Carbon Additives for Polymers.
- Provide reliable input from own market to help shape strategies related to Carbon Additives for Polymers.
- Support Marketing activities by attending relevant trade shows, conferences, seminars.
- Make and present papers at selected conferences.
- Contribute to elaboration of leaflets and to specialized magazines highlights.

- Support Product Managers with the analysis of customers' and market technical requirements with emphasis on the need for our products/applications to understand, anticipate and meet their needs.
- Foster, facilitate and engage in the direct contact between Graphite & Carbon departments (e.g. R&D, Marketing, Production, etc.) and the customers, while maintaining an updated and clear view of our relationship with each customer or potential customer.
- Facilitate access to all hierarchical levels of our customers, agents, distributors, providers' organization to Graphite & Carbon leadership.

Candidate Profile

- Degree: Preferably Engineer in chemistry, mechanical, chemical processing, physics or equivalent; an experience in selling technical products or processed minerals (particularly graphite, carbon black, etc.) is an advantage.
- Experience in technical R&D, Technical Support in Polymers and Polymer related applications.
- At least 3-5 years' experience in similar technical sales position with proven self-starter and customer driven approach.
- The position requires to possess strong skills in adaptability, autonomy and accountability, rigor and team spirit.
- Analytical and synthetic mindset. Spirit of innovation with strategic vision, critical thinking and capacity to implement strategies & decisions.
- Excellent interpersonal skills.
- Capacity to prioritize tasks.
- EHS excellence.
- Fluency in English, other local languages would be a strong asset.

Other: Travel: Expected 40% of total time. The position can be home office based in France or in Switzerland.

Please apply on our website: recrutement@i-talent.com together with your CV and motivation letter. Thank you.

Only applications via this e-mail will be considered for this recruitment. If you don't receive a reply to your application within 2 weeks, please consider that your file has not been shortlisted.