

Regional Head SEAAZ (Personal Care)

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Company: Evonik

Location: Bangkok

Category: other-general

What we offer

Explore a world of opportunities with us. Look ahead with us and help shape innovative solutions to make our world more sustainable and life healthier, more vibrant and more comfortable. At Evonik, you have the chance to explore, thrive, and grow alongside 33,000 colleagues. Among attractive career paths and high-quality development programs, we not only offer performance-based remuneration and occupational health benefits but also hybrid and flexible working environments with #SmartWork. Bring your fresh perspective, develop your strengths, break out your mold, and find a career that fits your dreams with us.

Click on the link below to learn what our employees have to say about Evonik:

RESPONSIBILITIES

Regional head for the Personal Care business in South East Asia, Australia and New Zealand and to ensure achievement of the annual sales KPIs.

Develop strategy in line with APAC strategic objectives and responsible for its execution.

Lead the commercial & technical teams to achieve business growth in specialty and active ingredients from product line AI and COS.

Guide the team to effectively manage customer relationships and distributors to grow existing business.

Identify new potential business opportunities with existing product range or new creative system solutions.

Close cooperation and effective communication with various stakeholders including PLs, SCM, pricing and other functional teams.

Lead and develop the team in SEAANZ as an effective and high-performing team

REQUIREMENTS

Bachelor's degree in Chemistry/Chemical Engineering as a minimum. Additional qualification in management (MBA) would be beneficial.

15 years of experience in Sales & Marketing of Specialty chemicals in Personal Care industry with leadership skill.

Good communication and presentation skills

Excellent organizational skills to meet goals and set priorities

Highly motivated with a result-oriented personality.

Ideation driven with good analytical and problem-solving skills.

Ability to travel as required based on business needs.

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