



For the Market Management department based in our office in San Jose, California USA we are currently looking for a

BUSINESS DEVELOPMENT MANAGER- Consumer Goods& Electronics

We at Lohmann are on a permanent journey towards making our world smarter. With our more than 1 700 employees at 28 international sites we constantly develop new, industrial, high-tech bonding solutions. Looking back on a success story that is more than 160 years old, we are driven by our instinct for markets and our will to continuously advance our products and processes. We want to build up something new, be innovative and invest in the future. Does this thought bond us? Make an application at Lohmann and write your own part of our history.

Your tasks

- Leads a cross-regional and cross-functional team of Business Development, Marketing, Sales, R&D and Application Engineering, converting growth opportunities at electronics OEM's in the US (California), China and Korea.
- In cooperation with the Sr. Market Manager, Consumer Goods and Electronics, develops strategic and annual business plans and lead the cross-functional team to meet the agreed targets
- Develops in-depth and multi-level customer relationship with OEMs, Tier 1's and selected converters to gather insight in strategic direction, market trends, projects, and competitive actions.
- Defines the relevant value drivers (e.g. value propositions, total cost of ownership, etc.) in order to place Lohmann in a competitive position
- Develops a solid opportunity pipeline and drives the conversion thereof leading to profitable and sustainable sales growth with existing, modified or newly developed product solutions
- In cooperation with the Sr. Market Manager, Consumer Goods and Electronics, executes a focused portfolio management approach, initiating new product development projects through the stage gate process
- Lead a project to set-up local evaluation, analysis, sampling and rapid-prototyping capabilities in the San Jose area, gradually building up a local team of specialists in the field
- Coaches and leads the business development and account managers for selected Consumer Electronics OEMs/Tiers
- Cooperation with professional associations and the relevant market influencers.
- Establish and increase awareness of Lohmann as the "Bonding Engineers" within respective OEM(s), Tier Suppliers and acquire new business opportunities.
- Reporting to Sr. Market Manager, Consumer Goods and Electronics, Asia Pacific, who is based in China.

Lohmann Adhesive Tape Technologies Tianjin Co., Ltd
No.231, Muning Road, TEDA Tianjin
P.R. China 300457
www.lohmann-tapes.com

Your profile

- Successfully completed commercial and/or technical training / studies / MBA
- Advanced communication skills and persuasiveness as well as a confident manner;
- Independent, goal-oriented work and quick apprehension of new trends/tasks complete the requirements profile;
- Ability to work in a team, reliability and an international outlook are a matter of course;
- Proficiency in business English (knowledge of additional foreign languages especial of Chinese Language is an advantage);
- Proficient in MS Office (PPT, XLS, Word, etc...)
- Results oriented, self-driven professional with 5+ years of hands-on experience in product recommendation, application development, management and/or leading positions in the consumer electronics market;
- Experience in product and project management in the global environment of the electronics industry;
- Experience in value chain management;
- High affinity for technology, application know-how, developing engineering solutions as well as knowledge of industrial manufacturing processes (ideally with experience gained from the electronics industry);
- Good knowledge of business administration (in particular in the area of calculations);
- Knowledge in the bonding technologies or with fixing solutions is desirable;
- Willingness to travel domestically & internationally with approximately 50% travel share.

Are you interested?

Then send your application to: hr.locn@lohmann-tapes.com

We are looking forward to your application.