



For the Market & Product Management department in China we are currently looking for a

## MARKET & PRODUCT MANAGER CONSUMER GOODS & ELECTRONICS (APAC) (F/M/D)

### Your tasks

- Drive end-user and value chain engagement and develop a relationship with the key decision makers as to obtain insights & projects leading to short & long-term sales and profitability growth;
- Understand emerging trends & investigate key application, materials, technology and competitive information; translate them into projects/programs;
- Develop & continuously fine-tune the Strategic Plan and Annual Operating Plans to drive sales execution as to meet companies' growth targets;
- Build a pipeline of opportunities / projects and drive successful conversion thereof, in cooperation with sales, application engineering, new product development, and other related functions;
- Determine product & solutions portfolio required and identify product gaps, initiating & justifying new product development initiatives;
- To support management to identify and execute in strategic investments for CG&E, incl. quality service, and compliance programs;
- Overall CG&E business management for Asia region, including financial responsibility;
- Establish and drive strategic goals, approaches, initiatives and action plans for long-range growth;
- Frequently interface with customers, end users, value chain partners & potential customers;
- Direct and utilize market research with an emphasis on accurate evaluation of market information and the development of appropriate strategies;
- Partner with Product Development and potential outside vendors on critical new product initiatives for Asia and aspects of new product development growth;
- Influence product development and the successful launch of new grades to capture higher market share; prioritize the new products needed for regional growth;
- Provide regional leadership to Asia team, including sales, marketing, operations, and finance and be a strong influence of priorities for the global organization;

- Act as the leader of the Global Coordination Team, providing leadership and direction for division and company-wide initiatives;
- Ownership for deployment of critical division and company-wide strategies;
- Other job assigned by the management team.

### Your profile

- BS in Science/Chemical or BA/BS in Business or Marketing.
- Commercial experience, including management experience.
- At least 5 years of marketing, product management, engineering, or commercial experience.
- Results oriented, self-driven professional with several years of hands-on experience in management and leading positions in the CG&E market.
- Experience in product and project management in the global environment of the CG&E industry.
- Experience in value chain management.
- Proficiency in business English, Proficient in MS Office, Communication skill, Planning & Project management skill, Sense of urgency, Service & customer orientation.
- Knowledge of material, product and application, Experience and sense on market and technology development trend.
- Willingness to travel nationally and internationally with approximately 50% working hour share.

### Are you interested?

Then send your application to:

[hr.locn@lohmann-tapes.com](mailto:hr.locn@lohmann-tapes.com)

**We are looking forward to your application.**