



PR/108015 | Technical Marketing / Niobium technology management (Steel Quality)

## Job Information

### Recruiter

JAC Recruitment India

### Job ID

1507292

### Industry

Other (Trade)

### Job Type

Permanent Full-time

### Location

India

### Salary

Negotiable, based on experience

### Refreshed

December 3rd, 2024 10:17

## General Requirements

### Minimum Experience Level

Over 3 years

### Career Level

Mid Career

### Minimum English Level

Business Level

### Minimum Japanese Level

Business Level

### Minimum Education Level

Associate Degree/Diploma

### Visa Status

No permission to work in Japan required

## Job Description

### JOB DESCRIPTION –Ferro Niobium (Steel Quality)

#### Title:

#### Technical Market Development - India

**Location:** Delhi **Business Line:** Technical Marketing / Niobium technology management **External Clients:** Steel producers mainly to India, possibly support to Asia.

Due to expansion within Asia, they are seeking a **Technical Market Development – India** to be responsible for Interaction with their Indian customers and the whole supply-chain of the niobium-containing products, including a variety of industries around the world.

Profiles into R&D or quality with steel manufactures.

Age: 35-45 years old

#### KEY RESPONSIBILITIES

**TECHNICAL MARKET DEVELOPMENT SPECIALIST – INDIA**

**Responsibilities**

- Providing technical support to the Asian customers (primarily Indian), potential new customers and, intermediate and end-users of steel, with the objective of solving problems, improving quality, reducing costs, improving productivity and production stability, or developing the production of a specific product.
- Research scenario, identifying market necessities and potentials.
- Establishing links with various companies, agents, consultants, and suppliers within the supply chain to facilitate potential new business and technology developments.
- Building knowledge of customers and informing them on market demand, market trends and the demands for technology.
- Coordinate technical projects and technology developments involving companies, universities, research centres/institutions and customers.
- Niobium technology management (monitoring, transfer, implementation, development, dissemination, promotion, documentation, and generation).
- Intensive routine of business trips in India and Asia to interact with the steel mills.

**Requirements:**

This is a technology focused role which would require a background education and solid experience in the specific area of flat steel products. It also requires communication and personal skills for an international role with direct interaction with customers and partners.

- The candidate is required to be a Materials/Metallurgy/Industrial/Mechanical engineer.
- Postgraduation in Materials or Metallurgy is highly appreciated.
- Minimum of 8 years' experience working in steel mills with good knowledge of steel products and production processes (steelmaking, continuous casting, hot rolling, finishing/conditioning, welding, and heat treatments).
- Experience and knowledge on steel characterization, including microstructure analysis, mechanical testing, and interpretation of results.
- Solid experience interacting with shop floor steel production (rolling mill).
- Specific understanding of the role of Niobium in micro alloyed steels and experience with Niobium micro alloyed steels are very positive differentials.
- The candidate is expected to be fluent in English language and exhibit a very well-developed set of communication skills.
- Ability to develop working relationships with people from different backgrounds and cultures (customers, sales, production, industry leaders). Teamwork is an extremely important aspect internally and externally in this role.
- It is of the utmost importance that the candidate can objectively and proactively manage and lead the implementation of action plans with customers.
- Able to analyze market trend and statistical data.

**Qualifications:**

- Engineering with any of those backgrounds: Materials, Metallurgy, Production, Mechanical.
- Master's degree or PhD in Materials or Metallurgy is highly appreciated.

**Competencies:**

- Fluency in English
- Ability to develop working relationships with people from different backgrounds (customers, salespeople, production shop operators, industry leaders)
- Good communication skills
- Ability to implement action plans with customers, to follow up the actions, and to identify the divergences and propose countermeasures to keep the plan on track.
- Results oriented.
- Proactive
- Excellent adaptation skills

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**Company Description**