



Global Commercial Excellence Director - Semiconductors

Work in DuPont Singapore

Job Information

Hiring Company

DuPont Japan K.K.

Subsidiary

デュポン ジャパン株式会社 (DuPont Japan Kabushiki Kaisha)

Job ID

1518944

Division

Electronics & Industrial - Semiconductor Technologies

Industry

Chemical, Raw Materials

Company Type

Large Company (more than 300 employees) - International Company

Non-Japanese Ratio

Majority Non-Japanese

Job Type

Permanent Full-time

Location

Singapore, Singapore 018983

Salary

16 million yen ~ 20 million yen

Salary Bonuses

Bonuses included in indicated salary.

Refreshed

January 31st, 2025 09:47

General Requirements

Minimum Experience Level

Over 10 years

Career Level

Executive

Minimum English Level

Fluent (Amount Used: English Only)

Minimum Japanese Level

None

Minimum Education Level

Bachelor's Degree

Visa Status

No permission to work in Japan required

Job Description

At DuPont, our purpose is to empower the world with essential innovations to thrive. We work on things that matter. Whether

Our primary purpose is to empower the world with essential innovations to address the most important things that matter. Whether it's providing clean water to more than a billion people on the planet, producing materials that are essential in everyday technology devices from smartphones to electric vehicles, or protecting workers around the world. Discover the many reasons the world's most talented people are choosing to work at DuPont.

The ST Global Commercial Excellence Director – Serves as a key partner to the Global Business Directors and Marketing Leaders as a partner in leading overall commercial excellence processes with product management process as a highlighted focus.

The Commercial Excellence Director is responsible for defining and implementing effective managing processes and strategies with line of business (LoBs) product/portfolio global owners. Goal is to ensure the managing processes are aligned to effective prioritization and visibility to evolving customer demands, critical business priorities, profitability, and end-to-end coordination for portfolio growth objectives.

The Commercial Excellence Director will:

- Ensure the managing processes for product/portfolio management are clearly defined with accountable owners across the functions within the LoBs.
- Works across the LoBs to define the best practice managing process for the commercial processes with special attention to the Product Management function.
- Partner with the LoBs on the key commercial interactions and dependencies in the Integrated Business Planning process (IBP).

The Commercial Excellence Director emphasizes collaboration between Marketing, Sales, and Technology to understand current and future product requirements, identifying enhancements for customer and product portfolio profitability analysis, and ensuring the enterprise's right to operate by supporting Sustainability, Management of Change, and cyclical product stewardship process. In addition, the Commercial Excellence Director defines and implements the managing process and measures to capture future product development needs and manufacturing requirements in terms of capacity, quality, and service.

Key Responsibilities:

- **Strategic Product Leadership:** Develop and implement global product line strategic process to ensure LoB product/portfolio managers lead product lifecycle management from ideation to end-of-life, ensuring alignment with market demands and business goals.
- **Business Excellence:** Drive business excellence by refining and optimizing processes related to pricing, product positioning, go-to-market strategies, and customer engagement. Establish metrics and feedback mechanisms to ensure commercial processes achieve profitability and business targets.
- **Innovation:** Manage processes promote product pipeline health and drive innovation. Encourage a culture of creativity and forward-thinking within the product management team.
- **Process Improvement:** Identify, develop, and implement best practices for product line management, focusing on continuous improvement in areas such as product development, launch execution, operational profit, and customer feedback integration. Leverage data analytics to inform decision-making and enhance process efficiency.
- **Asset/Operation Management:** Ensure strategic planning, lifecycle management, and optimization of key assets to ensure efficient utilization and alignment to business needs. Establish clear partnership with operations to collaborate on improvement opportunities.
- **Cross-Functional Collaboration:** Work closely with Sales, Marketing, Engineering, Operations, and Finance teams to ensure cohesive and effective product management. Ensure product management function coordinates/integrates LoB response on critical issues related to Product Stewardship and major product and/or process changes driven by capital projects.
- **Market Analysis:** Ensure thorough market research and competitive analysis to identify emerging trends, customer needs, and potential market opportunities. Use these insights are used to inform product strategy and prioritize product development initiatives.

- **Influential Leadership:** Mentor and cultivate processes for product managers across LoBs globally, ensuring they possess the necessary skills and resources to effectively implement product line strategies. Promote a culture of innovation, collaboration, and accountability.
- **Financial Knowledge:** Ensure process and measurables functioning and in place to oversee the financial performance of the product lines, including budgeting, forecasting, asset utilization, and P&L management. Facilitate process to develop pricing strategies that maximize profitability while maintaining competitive positioning in the market.
- **Customer Focus:** Champion a customer-centric approach to product management, ensuring that customer needs and feedback are at the forefront of product development and enhancement decisions.

On May 22, 2024, we announced a plan to separate our Electronics and Water businesses in a tax-free manner to its shareholders. On January 15, 2025, we announced that we are targeting November 1, 2025, for the completion of the intended separation of the Electronics business (the "Intended Electronics Separation"). We also announced that we would retain the Water business. We are committed to ensuring a smooth and successful separation process for the Future Electronics business. We look forward to welcoming new talent interested in contributing to the continued success and growth of our evolving organization.

Required Skills

- Strategic thinker with ability to translate insights into actionable plans.
- Strong leadership presence with the ability to influence and mentor cross-functional teams.
- Proficiency in data analysis and utilizing key metrics to drive decision-making.
- Excellent communication and presentation skills, with the ability to influence stakeholders at all levels of the organization.
- Demonstrated strong customer engagement experience.
- Demonstrated ability to lead cross-functional teams and manage complex projects across multiple geographies.
- Minimum of 8 years of experience in product management, with a proven track record of managing global product lines.
- Background in commercial excellence, with experience in process improvement and implementing best practices.
- Proven experience in financial management, including budgeting, forecasting. P&L responsibility is a plus.
- Bachelor's degree in business, engineering, marketing, or a related field; MBA or advanced degree preferred.
- Ability to travel globally as needed.

Company Description