



Technical Account Manager, パーソナルケア | 弊社商品は美容・ヘアケア製品のシリコン原料です

商業、マーケティング、RnD、技術サービス経験5年以上。ケミカル業界経験者も歓迎

Job Information

Hiring Company

[Momentive Performance Materials Inc.](#)

Job ID

1529168

Industry

Chemical, Raw Materials

Company Type

Large Company (more than 300 employees) - International Company

Job Type

Permanent Full-time

Location

Tokyo - 23 Wards

Salary

6 million yen ~ 7.5 million yen

Salary Bonuses

Bonuses included in indicated salary.

Salary Commission

Commission included in indicated salary.

Refreshed

March 28th, 2025 15:13

General Requirements

Minimum Experience Level

Over 3 years

Career Level

Mid Career

Minimum English Level

Daily Conversation

Minimum Japanese Level

Native

Minimum Education Level

Bachelor's Degree

Visa Status

Permission to work in Japan required

Job Description

概要:

This position will be responsible for the sales and marketing activities with technical knowledge for the Personal Care business in Japan. This role will have primary responsibility for the customer interface including of Personal Care customers and distributors. He/she will interact heavily with a core business team comprised of marketing, technology and ADE to close new business opportunities that will expand Momentive's share in the Personal Care market but also take care few existing

key accounts to maintain current business top line

職務内容:

- Align with Personal Care business growth strategy, implement and execute the Japan Personal Care regional strategy and marketing plans to achieve profitable and sustainable business results.
- Identify and develop incremental business growth in Japan.
- Discover local market trend and satisfy local customers' needs to make Momentive differentiated in the market. Drive nimble Innovation programs launching with correct values proposition at its accounts and channels.
- Collaborate with Commercial, Marketing, ADE and R&D to identify local market trend and satisfy local customers' needs to make Momentive differentiated and sustainable in the market.
- Develop Japanese brochure, market bulletin, product technical datasheet, and content for Momentive Japanese website through collaboration with local Technology, ADE and stakeholders.
- Organize seminars, key customers workshop and local tradeshow.
- Engage channel partners for business growth, enhance products penetration and identify new opportunities through providing solid training, technical and commercial support to channels' sales force.
- Ensure new products launching quickly with correct values proposition at its accounts and channels.
- Collect and analyze market competition intelligence, formulate right action plans in the dynamic market.
- Research market efforts to identify the Desirability, Viability and Feasibility of new products and existing products, identify regional Personal Care market trends and challenges, satisfy customers' needs and make Momentive differentiated in the market.
- Seek out and initiate contact at new customers or new applications where you can articulate the value to generate new business opportunities.
- Provide Solutions and Problem solving value for customers from technology perspective
- Create ideas of total solution for customer at selected market by finding partner of equipment or manufacturer related to total solution needs.
- Owning the customer within BPC team and ensure that their needs are accurately translated to a geographically dispersed team of technical service, marketing and R&D.

Required Skills

- Strong Personal Care market insight, marketing acumen, analytical, planning, budget management and understand organizational matrix.
- 3+ years working experience in Personal Care industry or related industry as Commercial or Marketing role, Personal Care formulation development or technical service experience.
- Proven record of accomplishment in developing new businesses, ability to manage channels for growth.
- Strong interpersonal and influence skill, creative and innovative, proactive, and self-motivated, ability to deal with people of all levels.
- Bachelor or Master Degree holder subjects in Chemical, Biochemical, Cosmetics, etc.,
- Native in Japanese. Fluent in English both in written and spoken.
- Willingness to travel frequently.
- Willingness to join meeting frequently with folks around the world and has flexibility to their time zone.

Preferred Qualifications:

- Familiar with beauty ingredients and market is preferred.
- Ability to prioritize and handle multiple projects simultaneously and work in a cross-functional team environment.
- Ability to work in fast-paced industry with strong teamwork and communication skills.
- Ability to develop customer / industry relationships and trust.
- Strong customer and distributor management skills.
- MBA would be a plus.
- Experience in plastics, coating, electronics, release, antifoam etc. applications is preferred.

提供するサービス:

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Company Description