



TOSOH EUROPE B.V.

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Tosoh Europe B.V. is the regional head office for [Tosoh Corporation](#) and serves as the European sales, marketing and business development center. The company is proud to provide innovative products with a reliable service that customers can depend on.

As part of Tosoh Corporation's overall strategy to expand global operations, Tosoh Europe B.V. plays a vital role in providing a variety of products such as zeolites, zirconia (fine ceramics), fine chemicals, polyurethane catalysts, functional urethanes and variety of polymers. Tosoh is comprised of a global collective of the world's finest minds. They come from many cultures, and have a variety of ethnic backgrounds. They are focused on Tosoh's vision of making the world a better place to live.

To strengthen our team, further develop the organic intermediates position in the European market, and bring it to a higher level with value-added products, we are looking for a (m/f)

Business Development & Sales Manager with a passion for organic chemistry

Your Challenge

After a short training period including training in Japan, you will be responsible for:

- Marketing and sales of our organic intermediate products in Europe
- Maintaining existing business and excellent relations with customers as well as agents
- Identifying new market needs, business applications and opportunities
- Closely collaborating with our colleagues (sales and R&D team) in Japan to find the appropriate solutions for our customers.

Your Profile

- You have a Bachelor or Master degree in Organic Chemistry
- You are an experienced and result-driven sales professional (+5 years)
- You have a proven track record in successfully developing new business
- You have excellent communication and presentation skills
- You are a strategic thinker and a 'bridge builder'
- You have excellent analytical skills. You like to think forward. You understand your customers
- You enjoy working in a cross-cultural environment
- You are fluent in English (written and spoken). Being able to properly express yourself in Dutch and/or German is a plus
- You will be based in Amsterdam, but required to travel internationally on a regular basis



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Our offer

A challenging position in an international environment as well as an attractive salary with fringe benefits and professional autonomy.

If you are interested in this position, please send your motivation letter and curriculum vitae to career.eu@tosoh.com mentioning BDM TSEB 2017 in your subject.