



Position: Asia Pacific Business Development Manager

Are you willing to develop the growth of Gaylord in Asia towards a more sustainable world? If yes, this job is for you!

Gaylord is the leading manufacturer of DMSO, a non-classified solvent that is an excellent alternative to other toxic solvents in market applications as varied as paints, batteries and membranes, agricultural formulations for crop protection and nutrition, and pharmaceutical synthesis and as excipient.

To continue our expansion in Asia, Gaylord is now looking for its Asia Pacific Business Development Manager.

As Asia Pacific Business Development Manager, you will be responsible for the sales and market development of the portfolio of Gaylord Chemical products in Asia Pacific. Your focus will be to expand our already existing solid base and serve those markets as we target to expand our presence in India, SE Asia, Japan & S. Korea.

You will also develop new profitable opportunities which will result in the company broadening offerings into new market applications and new geographical locations.

You must be based in an Asia Pacific country. Travel in your area of geography on a regular basis to meet with customers and distributors

You will report to EMEA & APAC Vice President.

Responsibilities Include:

- Develop new sales opportunities in your region.
- Analyze customers' needs and recommend products
- Follow up sales activities, including tracking of sales information and sales forecast.
- Collaborate with the marketing team on setting the direction for your area of geography and market segment of responsibility.
- Implements the strategic plan for your market segment.
- Support our distributors to develop sales and follow-up relationship, including training.

Requirements:

- Bachelor's degree in science, Engineering, Business Administration, Marketing or closely related field.
- Dual technical and commercial competencies recommended.
- Minimum of five (5) years of experience in a sales or business development role in chemical company
- Experience in specialty chemical and solvents preferred
- Excellent oral and written communication skills.
- Thorough understanding of related industries specifically chemicals.



- Valid international driver's license

To apply, send cover letter and resume to: careers@gaylordchem.com

Gaylord Chemical is an equal opportunity employer. All qualified applicants will receive consideration for employment without regard to race, religion, color, national origin, sex, sexual orientation, gender identity, age, pregnancy, genetic conditions, status as a protected veteran, or status as a qualified individual with a disability.