

NEW BUSINESS DEVELOPMENT DIVERSIFICATION MANAGER (F/M)

For our Group Technology & Innovation /
New Business Development Team in
Muttenz, Switzerland



Clariant is a globally leading specialty chemicals company, based in Muttenz near Basel/Switzerland. On 31 December 2016 the company employed a total workforce of 17 442. In the financial year 2016, Clariant recorded sales of CHF 5.847 billion for its continuing businesses. The company reports in four business areas: Care Chemicals, Catalysis, Natural Resources, and Plastics & Coatings. Clariant's corporate strategy is based on five pillars: focus on innovation through R&D, add value with sustainability, reposition portfolio, intensify growth, and increase profitability.

As the New Business Development Diversification Manager (f/m) - Food Ingredients, you will create and implement the Food Ingredients Supplier Network for our Group Technology & Innovation / New Business Development Team.

Position duties:

- Design and roll-out processes for identifying, qualifying and managing new food ingredients suppliers / partners.
- Create and implement a supplier network with a main focus in LATAM and Asian Market.
- Develop and implement strategy to "win" new ingredients suppliers in line with Business Line needs.
- Take ownership of the global account management and focal point for partners and key suppliers.
- Establish cooperation frameworks and negotiate strategic contracts.
- Embrace and implement Clariant Excellence initiatives to improve processes within scope of responsibilities.
- Become a member of the Global Food Ingredients Management Committee and propose and approve key Projects at Global MC.
- Foster growth via establishing and executing the strategic pillar Diversification.
- Engage cross-functional teams to execute on new ingredients.

Requirements:

- At least 8 years experience in sales / marketing / business development / procurement in the Food Ingredients Industry (Food Ingredients Producers and / or Food Distributors.)
- You have a solid track record of successful new business generation in various geographies.
- Strong experience in conceptualizing and implementing procurement or new business development strategies with 2nd tier food ingredients suppliers in the LATAM and Asian market.
- Demonstrated Inter-cultural networking, collaboration, negotiation experience.
- Willingness to conduct extensive travelling locally and abroad.

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If you are ready to take the challenge at Clariant and the job description inspires you and corresponds to your qualification please apply online with details of your salary requirements via www.clariant.com/careers

CLARIANT SE

Human Resources
Gloria Matlapeng
Lenbachplatz 6
D-80333 Munich

WWW.CLARIANT.COM

what is precious to you?

Our offer:

- Challenging responsibilities and room for creativity.
- Cross-cultural and vivid working environment.
- Attractive remuneration.
- An opportunity with great visibility and growth opportunity.