



JOB CODE: GSJ-O-220209-084

Division Head Chemical Analysis

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分析装置をはじめ、ライフサイエンス製品、ラボオートメーション製品といったさまざまな分野で業界をリードするドイツの科学機器メーカーが、ケミカル・アナリシス部門の責任者を募集中です。

The Company:

The company based in Germany is a provider of analytical, bioanalytical, and optical systems for industrial and scientific applications. They were founded in 1990 as a sales and service company for analytical technology and have been listed on the Frankfurt Stock Exchange from July 3, 2000, until March 27, 2015. One of the most important business acquisitions in the history of the company has been closed in 2014. With this acquisition, they entered the rapidly growing global ICP-MS (Inductively Coupled Plasma Mass Spectrometry) market. The company thereby further broadened its atomic spectroscopy portfolio and is among the few suppliers that offer all three core technologies for elemental trace analysis (AAS, ICP-OES, and ICP-MS). Today they employ about 1,000 people with subsidiaries in 12 countries. The international Group earns two-thirds of sales abroad and maintains business relationships in more than 120 countries around the globe.

For the 100 % owned Japan subsidiary located in Yokohama and established in 2006, the business developed decently, and solid customer basis has been acquired. Now the time has come to "switch the gear" in order to reinforce sales activities in the Division Chemical Analysis with Japanese and international customers. The Japanese subsidiary has been tasked with expansion, market share development and extended customer care. The position of the Division Head Chemical Analysis will have a key role in these efforts.

The Position:

The Division Head Chemical Analysis' main purposes is the overall management of the division including but not limited to increasing its activities and strategic development in all of the company division's business segments, meeting the company division's financial targets by achieving sales, marketing and profitability objectives for the Japan subsidiary as agreed at Group level, and to be responsible for the day-to-day operation of the business as well as for the customer care. The Division Head leads a group of 8 employees in sales, application and service and reports to the Managing Director.

Key Duties:

The Division Head Chemical Analysis will carry overall responsibility for the performance of the division; he/she will secure the maintenance and expansion of the existing market position and the profitability of the division in Japan. In this context, he/she will be

responsible for the local market implementation of decisions made by the parent company, including performance control and reporting to the headquarters.

His/her area of responsibility will cover a broad spectrum including the following key areas:

- Responsible for implementing and executing the sales strategy and action plan to drive growth, in accordance with corporate worldwide strategy and business plan for the Chemical Analysis' product portfolio for the Japanese market.
- Determination of strategic direction; verify market position and opportunities, develop business plans and set goals for product segments, implementation and execution of these plans to achieve desired profit and return on investment objectives initially for the division in Japan.
- Evaluate competitive and market environment to position products and determine sales and marketing approach and select sales channel partners, support channels with necessary information, training and marketing material and instruments.
- With a high level of technical expertise, provide value added application-oriented solutions to targeted market participants; establish and prepare quotes and follow-up throughout the entire process to assure obtaining and fulfilling the order. Go for TCO in view of customer. Learn and understand customers business. Focus not only on new products sales or Services but on entire best combined solutions for customers.
- "Hands-on" management of key accounts, performing an active role as it pertains to technical and commercial issues; expected travel 50 % - 60 %.
- Drive the evolution of an organization capable and suitable for assuming future capacity and skill requirements based on strategy. Lead, motivate and inspire employees throughout the division to expand skill levels in order to meet future needs.
- Manage project execution (leading/coaching project managers), procurement and operations as well as coordinate project & application engineering, customer support and education/training for the product installed.
- Monitor and evaluate sales performance and opportunities and improve product line profitability.
- Maintain good communication with parent organization with respect to market, commercial and technology aspects (incl. technology transfer).
- Report on a monthly basis (according to corporate guidelines) and additionally report on mission critical issues and problems with remedial actions as appropriate.
- Closely monitor and anticipate industry and market trends to influence technology and product development.

Skills Required:

Performance - The Division Head Chemical Analysis should be capable of increasing revenues and achieving a sales performance above budgetary projections. He/she should have a technical understanding as well as be able to develop business proposals and to initiate and successfully conclude complex business transactions.

Customer Focus - The Division Head Chemical Analysis must imperatively be committed to a strong customer-oriented approach with a good track record in identifying changes in customers' needs and converting them into profitable business initiatives.

Team leadership - The Division Head Chemical Analysis will show a willingness to lead from the front and take risks or initiatives that encourage others to stretch themselves within the corporate framework. The Division Head should be able to show recognition for concrete achievements, support, and encouragement in the event of failures or mistakes.

Market Knowledge - The Division Head Chemical Analysis must understand the interrelationships between the company, suppliers, and competitors; and be able to capitalise on this knowledge to seize opportunities which would aggressively extend our market share with new and existing customers. The Division Head must be able to understand the implications of market trends and to draw conclusions for appropriate actions. Ideal Candidates bring along a network of business contacts in the Japanese Analytical Instrumentation industry that helps to extend our existing customer base.

Collaboration - The Division Head Chemical Analysis will be able to build close partnering relationships with customers, suppliers, partners and colleagues across different regions and business segments; and ensure that the mutual interests of all parties are met. The Division Head will show an ability to recognise sources of conflict, such as cultural, functional, or geographic issues and act to resolve them.

Language skills - The Division Head Chemical Analysis speaks and writes fluently in Japanese and English.

Education - The Division Head Chemical Analysis will have a technical degree preferably with chemical engineering background and/or a business administration degree with postgraduate technical qualifications, or he will be a qualified industrial engineer with demonstrated technical understanding of the industry.

This position requires approximately 5-10 years sales and marketing experience of this a minimum of 3-5 years of sales team management experience within a relevant technology/industry's B2B with a solid record of accomplishment of selling highly sophisticated chemical or medical instruments, technologically involved components or systems/sub-systems as well as market and leadership experience in Japan and a longer-term commitment to the company. Ideally, he/she should have several years of professional experience with high quality and high-end analysis systems for the qualitative and quantitative analysis of liquids, solids, and gases in environmental, foodstuffs, pharmaceutical, medical, and agricultural analysis. Furthermore, the Division Head Chemical Analysis should have professional experience in sales, strategy, and business development.

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Employment type: Full-time

Position: Division Head Chemical Analysis

Location: Yokohama

Remuneration: JPY 13 - 15m

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