



TotalEnergies Corbion

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Vacancy title: Strategy Development Manager APAC + Business Development Manager ASEAN

Department: Sales & Business Development APAC & India

Location: Thailand

Publish date:

We're hiring! Are you our new Strategy Development Manager APAC + Business Development Manager ASEAN?

TotalEnergies Corbion is a global technology leader in bioplastics, so called Poly Lactic Acid (PLA). Our products offer a 75% reduction in carbon footprint compared to most traditional, fossil-based plastics! Our core belief is that our Luminy® PLA bioplastics can have a real and meaningful impact toward **creating a better planet for current and future generations**.

Our core values are Safety, Integrity, Ambition, and We enable others to do good. And we act like it. In addition, we actively embrace diversity in how we work together and contribute towards our shared objectives and values. By joining TotalEnergies Corbion, you will become an employee in a company where you can feel pride of your achievements and develop your career with global prospects.

What is the purpose of the job?

The main purpose of the job is to navigate our team through the growth phase that we currently experience in APAC. We are expanding into new applications as well we are expanding into a new geographical market, namely South East Asia. As we have a dynamic market landscape, we are looking forward to welcoming our first Strategy Development Manager for the Asia Pacific Region that could also take up a concurrent role of Business Development Manager role for the ASEAN region. This role will play a pivotal part in shaping our strategic direction, identifying growth opportunities, driving the successful execution of business initiatives while developing business pipeline at the same time.

We are seeking an experience, talented and strategic-minded individual to join our team as the Strategy Development Manager for the Asia Pacific region and Business Development Manager for ASEAN. This unique role combines strategic thinking, market analysis, business and relationship building, and deal execution to ensure our long-term success in the bioplastic industry.

What is your specific duty?

Translating the purpose results in the following specific job activities, divided in two areas (1) Strategy Development and (2) Business Development:

Strategy Development APAC:

- **Strategic Planning:** lead the development and execution of comprehensive regional growth and market / entry strategies for the various countries in Asia Pacific. Providing valuable insights and recommendations for decision-making by working closely with internal stakeholders including sales, marketing, R&D, and operations teams and possibly external market research to identify key industry trends, market dynamics and competitor landscape so as to ensure effective implementation of growth initiatives
- **Financial Planning:** lead the annual business planning and budgeting process as well as quarterly business review process to ensure strategic topics across the region are well addressed and business tactics are appropriate to achieve both short- and long-term objectives for TotalEnergies Corbion in Asia Pacific
- **Commercial excellence:** Identify areas for improvement in the sales process, from lead generation to deal closure. Implement effective sales methodologies, tools, and processes to drive efficiency and effectiveness
- **Industry expertise:** Stay updated on industry trends, emerging technologies, and regulatory changes that may impact our business in the ASEAN region, providing timely recommendations and proactive responses. Monitor and analyze competitors' activities, strategies, and offerings. Identify competitive advantages and develop strategies to differentiate our products and services in the market.

Business Development ASEAN:

- **New business development:** Proactively identify and engage potential customers, strategic partners and key stakeholders to build a robust pipeline of opportunities. Foster relationships and cultivate partnerships that drive business growth. Lead negotiations, develop proposals, and manage the deal closing process.
- **Channel partner management:** Build new geography entry strategy through channel partner engagement where appropriate. Identify and evaluate potential new markets and industry segments that align with our company's offerings and capabilities. Develop and implement performance metrics and tracking mechanisms to monitor the progress and effectiveness of the performance of channel partner and appropriate pipeline management
- **Partnership building:** Identify and evaluate potential business opportunities and partnerships within the bioplastic industry, assessing their viability and alignment with our growth objectives in ASEAN. Establish and nurture relationships with key stakeholders especially brand owners, customers, and partners to drive collaboration, foster business opportunities, and enhance the industry's standing of Polylactic Acid and TotalEnergies Corbion
- **Sales Forecasting and Reporting:** Prepare accurate sales forecasts and regular reports on business development activities, providing insights and recommendations to senior management
- **Industry Networking and Representation:** Represent the company at industry events, conferences, and trade shows. Build a strong professional network, staying connected with key industry players and staying abreast of industry trends

This role reports directly to ChowPin Tan, Sr Director Sales & Business Development.

This position could be based in Bangkok or Rayong, Thailand.

What does your background and skillset look like?

It's is useful if you recognize yourself in the below profile.

- **Experience:**
 - Bachelor/University degree in Business Administration, Strategy, Marketing, or a related field. An MBA or relevant post-graduate degree is preferred.
 - Minimum 10 years of combined experience in strategy development, business development, or related roles within the bioplastic industry or specialty chemical industry.
- **Knowledge & Skills:**
 - Strong communication skills; Good command of English and local ASEAN languages
 - Strategic Thinking: Proven ability to think strategically, analyze complex business scenarios, and develop actionable plans to drive business growth.
 - Business Development and channel management: Demonstrated success in identifying and pursuing new business opportunities, negotiating complex deals, and managing strategic partnerships. Have also demonstrated experience in managing and driving distributors to achieve growth objectives
 - Relationship Management: Proven track record in building and maintaining strong relationships with customers, partners, and stakeholders. Excellent communication and interpersonal skills. Ability to work across different culture
 - Analytical Skills: Excellent analytical and problem-solving skills, with the ability to analyze market data, assess business opportunities, and make data-driven decisions
 - Negotiation Skills: Strong negotiation and deal-closing abilities. Experience in structuring and negotiating complex business agreements
 - Results-Driven: Goal-oriented mindset with a focus on achieving targets and driving revenue growth. Track record of meeting or exceeding
 - Adaptability and Resilience: Comfortable working in a fast-paced, dynamic environment with the ability to adapt to changing priorities and manage multiple projects simultaneously.

These criteria are an indication of the profile we are looking for. Research shows that male candidates often apply when they see a 60% match with the profile, while women only apply when they see a 100% match. If you don't meet all the criteria but you do believe that this is the right position for you, we kindly invite you to apply anyway or get in touch.

Who are we and what do we offer you?

Of course, we offer competitive remuneration and benefits, and your location will be in Thailand. Our company is made up of talented, dedicated people – people who share a purpose and a vision.

*Our employees are passionate about what they do: they are experts in their field, eager to develop for the future and motivated by developing sustainable solutions
Our leaders are our role models, they guide us the way to sustainable innovation by expressing our core values and competencies*

We offer you the chance to join a global fast-growing company with a mission to create a better planet for current and future generations:

- Culture to empower people and where your initiatives and ideas make a real difference
- International focus with truly diverse teams
- Friendly & informal culture in a demanding professional environment

Interested? Get in touch!

We are looking for the best match from both sides. Thus, we will follow the process below to see if there is a potential match for both of us!

This process starts by submitting your resume and cover letter to Chow Pin Tan (Sr. Director Sales and Business Development Asia Pacific) chow.pin.tan@totalenergies-corbion.com and we will guide you through the rest of the process.

