



TotalEnergies Corbion

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Vacancy title: Sales Specialist

Department: Asia Pacific Sales Team

Location: Shanghai, China

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We're hiring! Are you our new Sales Specialist?

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 is to create long-term, trusting relationships with our customers. The role is to oversee a portfolio of customers in China, maintain and develop new business from existing clients and actively seek new sales opportunities.

What is your specific duty?

Translating the purpose results in the following specific job activities:

- Build and maintain strong, long-lasting client relationships. Negotiate contracts and close agreements to achieve sales target in terms of volume and profit.
- Communicate with various parties in the chain to ensure smooth order processing. Provide accurate sales forecast for on-time delivery and customer satisfaction.
- Work with technical development team to ensure the timely and successful delivery of solutions according to customer needs and objectives.
- Follow up customers credit, payment to reduce the risk of bad debts.
- Understanding of China bioplastics market, prepare market intelligence and competitive analysis reports. Identify new sales and growth opportunities within territory.

In this role, your responsibility includes developing strong relationships with customers, connecting with key business executives and stakeholders to achieve sales targets and preparing sales reports. You also answer client queries and identify new business opportunities. You will liaise with cross-functional internal teams (including Customer Service and Product Development Departments) to improve the entire customer experience. This position requires substantial travel.

What does your background and skillset look like?

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

- **Experience:**
 - Bachelor/University degree.
 - Polymer or chemistry background is preferred.
 - 3+ years working experience in sales or customer service function in Polymer area.
- **Knowledge & Skills:**
 - Strong communication skills; fluent in English and Chinese is compulsory
 - Work independently with a strong goal/result orientation.
 - A self-confident inquisitive mind, good analytical skills, a pro-active attitude and a drive for (self) improvement.
 - Consider and balance long-term and short-term opportunities in line with our strategic goals.
 - Willing to travel extensively (>50% of working hours).
 - If business requires, you are prepared to relocate to other areas of mainland China.

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 TotalEnergies Corbion office in Shanghai. You will be part of our Asia Pacific Sales team and in the office work together with a small team of colleagues in China. 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*

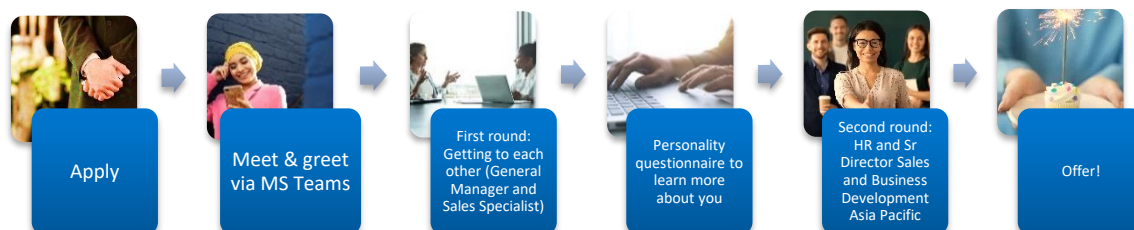
We offer you the chance to join a global fast-growing company with a mission to create a better planet for current and future generations:

- 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 [Ryan Wang](#), our General



Manager in China via ryan.wang@totalenergies-corbion.com and we will guide you through the rest of the process.