



TotalEnergies Corbion is a global technology leader in Poly Lactic Acid (PLA). PLA is a versatile, biobased and biodegradable polymer made from annually renewable resources. PLA offers a reduced carbon footprint versus many traditional plastics and can be mechanically or chemically recycled. It can be used in a wide range of markets and applications. TotalEnergies Corbion is a young and fast-growing company founded in 2017. We already operate a 75.000Ton/year PLA plant in Rayong, Thailand and we are planning to build an additional plant in Grandpuits, France. Within our Sales & Business Development team we currently have the open vacancy:

## Regional Account Representative – Europe

As our Regional Account Representative, you will have the ownership of the smaller accounts in the assigned region and ensure the sales targets are met (price/volume). You do the price negotiations yourself with guidance from your sales colleagues. As well, you follow up on leads, you report on the actual orders versus the forecasted orders in the sales meeting. With our customers you build strong relationships through understanding the their business' and applications, his current and future PLA demand and define tech support where needed and appropriate. All of this, you do in close cooperation with the Business Development Managers in the team.

You will report directly to Derek Atkinson, Sr. Director Sales & Business Development and you will work in close cooperation with colleagues from all our departments, like Innovation, Customer Service and Logistics.

This position is based at our headquarters in Gorinchem, the Netherlands. Limited travel may be required for this job.

Your responsibilities will include:

- You ensure that regional sales targets are met by taking ownership on smaller accounts;
- You manage local customer complaint handling;
- You manage local customer set up if needed;
- You track the allocation of volumes and prices in a shared file and liaise with the colleagues of logistics to ensure OMP is utilizing the latest numbers;
- You ensure logging of relevant intelligence in SF;
- You participate in regional marketing events, like trade shows;
- You ensure frequent communication with the customers and understand change in needs or new opportunities and pass the information through the relevant channel;
- You follow up on open invoices.

Requirements:

- Bachelor degree and/or relevant experience
- Willing and able to learn about the usage and applications of PLA
- Excel proficiency a must
- Good negotiating skills
- Fluent in English plus other relevant languages depending on the region of responsibility

Good to know is that we will ask for some flexibility because you work across time zones and in our growing company we require a proactive mind-set and some organizational and interpersonal skills.

### **What do we offer?**

We offer competitive remuneration and benefits, and your location will be TotalEnergies Corbion head office in Gorinchem, The Netherlands. What makes TotalEnergies Corbion special is that we produce and market environmentally friendly, biobased, and biodegradable plastics that help to create a better and waste free society. Our company is made up of talented, dedicated people – people who share a purpose and a vision.

We offer you the chance to join a 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

Our core values are safety, integrity, ambition, and we enable others to do good. In addition, we actively embrace diversity in how we work together and contribute toward our shared objectives and values. By joining TotalEnergies Corbion, you will become an employee in a company where you can feel pride in your achievements and develop your career with global prospects

### **Interested ?**

Please apply by submitting your resumé and cover letter to [derek.atkinson@totalenergies-corbion.com](mailto:derek.atkinson@totalenergies-corbion.com).