

POSITION VACANT

Job Title : Commercial Manager, Human Nutrition & Health

Reporting to : Vice President of Human Nutrition & Health for Asia Pacific/China

Responsibilities :

- To manage the commercial aspects of the Human Nutrition & Health business for Asia Pacific/China.
- To formulate product strategies that are in accordance with the specific needs of Asia Pacific/China markets based on the agreed global plans.
- To develop market size and share data, monitor competitive activities and develop competitive strategies.
- To support Asia Pacific/China Human Nutrition & Health Management in external and internal marketing activities.
- To be responsible for budget related matters which includes developing sales budget guidelines and communicating sales budget guidelines to the markets
- To ensure accurate forecasting for all ingredients sold to Human Health & Nutrition industry.

Requirements :

- University degree preferably in Science, Business Administration or Marketing
- Minimum 5 to 7 years work experience in commercial activities with a multinational ingredient supplier.
- Excellent communication and presentation skills
- Strong analytical and negotiation skills are critical
- Ability to work in a matrix organization and preferably in a multi-cultural environment
- Strong knowledge in Microsoft tools especially Excel.
- Ability to make quick and sound decisions
- Knowledge on the operations of food or supplement industry.

Please email to dnp.career@dsm.com by **20 September 2008**