



Asahi Kasei is a highly innovative chemical company and a worldwide technology leader in various markets and applications. With a total revenue of over 15 billion Euro our business is ranging from basic chemicals to functional materials, electronics, healthcare and consumer products. While further expanding our global presence, we provide high quality products that meet future needs.

More information can be found at:

<https://www.asahi-kasei.co.jp/asahi/en/>

AsahiKASEI

For our Bioprocess Europe Division, we are looking for a:

Customer Relationship Manager (m/f/d)

To strengthen our **Sales Team in Brussels.**

The customer relationship manager will be part of the Logistic & Sales team being responsible for Sales and Business coordination. He/she will act as interface to our external business partners enhancing customer relationships, especially procurement, through business activities for potential customers and non-EU countries (Russia, Turkey, Israel, etc).

Further the customer relationship manager will coordinate contract discussions, sales agreements & confidential agreements. He/she will prepare and analyse sales budgets and sales progresses. The customer relationship manager will as well support and prepare events together with Marketing.

Your tasks:

- Establishing relationships and long-term business environments for potential customers & non-EU countries
- Developing a business strategy for assigned customers based on their needs
- Collecting forecast information, following up on customer projects
- Introducing Asahi Kasei Group, Bioprocess division, products, supply chain, business continuity plan and price scheme to our customers
- Enhance customer satisfaction coordination with product management and logistics team
- Conduct annual and bi-yearly business review meetings with assigned customers
- Coordination of customers' agreements, contract discussions between customer and headquarter
- Support the budget making based on forecast
- Analyse the sales process and trend

Your qualification:

- Bachelor's degree, equivalent or higher degree
- 2-4 years of practical experience in a customer relationship position in a manufacturing company
- Relevant experience in B2B chemical or pharmaceutical industry
- Fluent English (both oral and written), understanding Japanese is a strong plus
- Strong communication & relational skills
- Advanced Excel skills
- Very good presentation skills
- Communicative and team oriented
- Intercultural experience is appreciated
- Frequent traveling is a must

Our offer:

You will become part of an international and growing team which is successfully expanding in the European market. Based on this we offer you an exciting working place that provides a lot of opportunities to grow within the company. You will enjoy working in a friendly, young and diversified team which is part of a very strong and well-established global enterprise. In addition to that we obviously do also offer you a quite competitive and attractive compensation package.

Interested?

If so, we are excited to receive your CV (including cover letter and some information about your salary expectations and the earliest starting date). As data security is very important to us, please have a look ([here](#)) of how we process your personal data. Please send your application to Martina Bauer: m.bauer@akbio.eu
Happily looking forward to hear from you.

AsahiKASEI

More information about our company division under: <https://planova.ak-bio.com/>