



SEPPIC searches a Regional Development Manager, Veterinary Adjuvant Business Unit based in Japan (Tokyo) VIE Program

February 16st, 2015

In the Asia Team of SEPPIC Group, the Regional Development Manager will develop and handle Veterinary Vaccine Adjuvants Business in Japan.

MISSIONS & RESPONSIBILITIES

Develop Veterinary Adjuvants sales in your territory :

- Develop new business opportunities by promoting partnership and close contacts with research institutes. Provide technical support to the prospects/customers in the animal vaccine development, from scientific advices to lab experiments. Coordinate the customer's projects with SEPPIC Asia team
- Account management: promote close customer relationship, negotiate annual contracts/agreements (price & volume) in close coordination with AVI Asia Business Manager.
- Acquire a good expertise on the Japanese vaccine market:
 - Develop & maintain close contacts with the main players: manufacturers, consultants, University / Institutes, Key opinion leaders...
 - Understand customers needs: products, price constraints, service...
 - Identify regulatory authorities and SEPPIC competitors: products, price policy, organization, strengths, weaknesses...
- On the daily basis, propose and implement a sales budget, coordinate with commercial assistant/logistic/quality on goods deliveries and complaints, write customer visit reports, make quotations

QUALIFICATIONS / EXPERIENCE REQUIREMENTS

- Bachelor or Master degree in Sciences preferably in Chemistry, Biosciences, Pharma or Veterinary
- Entrepreneur spirit, Strong interpersonal and communication skills
- Team working and project management ability
- Self-driven and autonomous
- Language: Japanese, English, French would be a plus
- Ability to travel 40 - 50% of the working time

Job location

Tokyo - Japan



ABOUT SEPPIC:

SEPPIC develops, creates and markets a wide range of ingredients, excipients and active ingredients for the cosmetics, pharmaceutical, and food industries as well as other specialities industries. Protected by a number of patents and supported by leading brands, its innovation shines through in its products, its service and its industrial process.

SEPPIC has a team dedicated to its customers' regulatory and technical support, an R&D centre, and an analytical laboratory dedicated to the pharmaceutical and cosmetics industries.

With a presence in over 80 countries through its subsidiaries and network of distributors, the group employs 600 people worldwide including 100 researchers.

SEPPIC is subsidiary of Air Liquide group, a world leader in gas for industry, health and environment.

www.seppic.com

TO APPLY:

Please send your application to:

SEPPIC

Direction des Ressources Humaines
Florence Renaut
22 terrasse Bellini - La Défense 11
92806 Puteaux Cedex
florence.renaut@airliquide.com

cc Manager :

regis.vialle@airliquide.com