***Technical Sales Manager***

Founded back in 1872, we have grown into a multinational business with operations in around 30 countries and an extensive multi-mineral portfolio. We work with customers worldwide across a broad range of industries, delivering solutions that combine high-specification materials with dedicated technical support.

Sibelco seeks to be a great place to work. We strive for continuous improvement in the health and safety of our colleagues and we promote diversity and inclusiveness in all our activities. As well as developing products that help our customers thrive, we also look at how we can minimize environmental impact and maximize environmental opportunities. We generate economic value through innovation and our ability to meet and anticipate our customers' expectations.

Our goal is to deliver long-term social, environmental and economic value guided by our purpose: Material Solutions Advancing Life.

**Role:**

We are currently seeking a person with a technical background relating to Ball Clay, Kaolin and related minerals for ceramics, sanitaryware and tiles applications to have regional responsibility for Sibelco’s technical expertise in these fields.

This exciting role will position you as our ultimate specialist to combine your network, Sibelco’s global knowledge and know-how as well as your understanding of the customers’ needs to support current projects, develop new products and expand our market reach within the ceramics, sanitaryware and tiles market.

**Responsibilities:**

* Lead the development of new products and applications
* Develop strong relationships with technical representatives of Sibelco’s customers to gain greater understanding, visibility, and impact upon the technical demands, expectations, and requirements.
* Implement, in the Bangkok Technical Center, R&D-projects defined with the Sales and Technology & Innovation departments
* Outline specific equipment and protocols for the QA/QC-lab(s) in the plant(s) feeding the market.
* Support sales efforts: technical expertise, insider knowledge (ceramics, sanitaryware and tiles industry)
* Help articulate our market intelligence: segments, customers, people, applications, products, competition;
* Coordinate new products development and introduction: raw material(s), process, specs, market suitability;
* Lead qualification trials of new products: internal process validation and adoption by customers

**About you. Do you have:**

* + - * Minimum bachelor degree in related topic (e.g. chemical engineering) but a masters is an advantage
      * An ability to combine technical expertise with strong business sense and excellent communication skills
      * Fluent in English
      * Able to demonstrate knowledge of minerals processing relating to clays
      * An existing network of relationships in the ceramics industry is an advantage
      * An Ability to communicate and develop relationships at all levels

Then this could be the role for you!

**Please submit your application by clicking the link and registering on our recruitment portal to be formally considered for our role. The closing date will be 7th February.**

Sibelco recognise the strength of our diverse global workforce and value difference and inclusion for all. Our rich mix of people bring an exciting exchange of ideas and knowledge to keep us moving forward and innovating new solutions. We seek talent of all backgrounds and abilities and continue to develop our leaders and our culture to help all employees to grow and reach their full potential.