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Company: Buckman Laboratories S.A., Belgium
Location/ City: Gent
Closing date: July 31, 2012

Buckman

Buckman is an ISO certified manufacturer of specialty chemicals for use in the pulp and paper industry, water treatment, and leather industries. Headquartered in Memphis, Tennessee, USA, the company has a global presence in over 90 countries worldwide, serving customers on every continent. Buckman serves its customers through continuous innovation in problem-solving, business and technical programs, product and process development, knowledge sharing, as well as safety, health, and environmental stewardship. The European HQ is located in Belgium, Ghent.

Technology Manager Pulp

You will contribute to the success of Buckman by improving the profitability and competitive position in the EMEA market of the product portfolio applied in the Pulp Industry, mainly the chemical pulping industry. Responsibilities include:

- Improving profitability and market penetration of the assigned product lines
- Keeping track of market evolution and opportunities for new products or technologies
- Introduction of new products and technologies in your product lines

The Technology Manager responsibilities are all about influencing and working with the sales teams to get the results we need.

We offer you a challenging job in an international, family-owned company. An informal teamwork environment where your ideas, drive and personal input are valued, recognized and can make a real difference. We reward your expertise with an appropriate salary, supplemented with a range of fringe benefits such as group - and hospitality insurance, company car, cell phone, and laptop. An open ended contract.

We are looking for a result and solution oriented team player, who is able to communicate his/her passion. You demonstrate 5 to 15 years of experience in the pulp and paper industry sector and have profound knowledge of the pulp industry. The successful candidate also has the sales skills to promote the product lines. You have an outstanding level of English, any other European language is an asset. Your willingness to consider moving to Ghent area in Belgium would be appreciated. Substantial travelling to foreign countries is required. We ask for:

Communication skills

- Internally, externally with customers and suppliers
- Both in writing and verbally
- Also for giving (sales) presentations
- Be able to answer questions in a structured way (but also short and to the point)

Needs a good work ethic

- Willing to work in the hotel after a whole day in the mill, for example
- Working independently, transferring high level objectives (set together with your manager) into day to day objectives which you pursue actively and with enthusiasm
- Do things without being asked

Be able to multi-task: several big project running at the same time (some you need to follow-up closely, others you need to follow-up from a distance).

- Project for new product introduction
- Projects with customer (trials) for new applications
- Quality issues

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