

Asia Pacific Business Development Manager

The Company

Clear Edge Filtration has over 200 years experience from its roots as P&S Filtration, and more recently as a key Business Unit of Gamma Holdings, to its current world leading position with operations in America, Europe & Africa, China, India, Japan, Australia, SE Asia and a global presence in over 40 countries.

Clear Edge leads the world in specialty filter media used in the separation of solids from liquids and gases. Our brands including Scandiafelt, and Verseidag, are used in a multitude of markets and industries, from mining and minerals, chemicals, foods, waste water and environmental.

Clear Edge aims, quite simply to be *“the best there is in the markets we serve”*.

The Position

Location: Singapore / Malaysia

Reporting to the Asia Pacific Managing Director, the BDM's key responsibility is to support and drive new business growth in targeted market sectors and territories, as supported by appropriate market information or business leads. To achieve this, the BDM must possess both marketing and sales capability, technical process knowledge in some or all of our key target markets, and a high level of interpersonal, cultural and communication skills to be able to work at varying levels within customer organisation structures. Inevitably the role will require significant overseas travel within the region and at times to both Europe and the Americas.

Job Overview/Purpose

- Responsible for the management of all aspects of existing Markets and the addition and development of new Markets into the portfolio. Markets may be specific industries and sub-industries and/or geographical markets. In all cases this will be in conjunction with and via CE Operating companies or Distributors.
- Proactive and systematic identification of new market opportunities and applications and the maintenance of marketing database and tracking of opportunities.
- Development and presentation of internal training programs in support of existing and new product lines, in close liaison with the CE global Product management team.
- Development and presentation of internal training programs relating to technical understanding of existing and new markets and the relationship to CE's existing product portfolio.
- Assisting the AP MD with the management of relationships with Distributors and key channels to market and Marketing Strategy within the Region.

Attributes and Experience

- Solid Experience (5+ years) in marketing management and business development activities throughout Asia is essential.
- Strong in networking and maintaining relationships with existing business partners to ensure continual collaborations.
- Experience in development marketing strategies.
- Effective presentation skills
- Highly organised and able to work independently.
- Excellent written and verbal communication skills required (English a prerequisite, other Asian languages desirable).
- Technical expertise in filtration an advantage but not essential.
- Ability to travel extensively.
- Energetic and “hands on” approach.

Salary Package: to be negotiated.