

PR/090124 | Director of Business Development (KR & JPN, Personal Care & Specialty Chemicals ind.)

Job Information

Recruiter
JAC Recruitment Korea

Job ID
1609995

Industry
Chemical, Raw Materials

Job Type
Permanent Full-time

Location
Korea, South

Salary
Negotiable, based on experience

Refreshed
October 27th, 2026 18:00

General Requirements

Minimum Experience Level
Over 10 years

Career Level
Mid Career

Minimum English Level
Business Level

Minimum Japanese Level
None

Minimum Education Level
Associate Degree/Diploma

Visa Status
No permission to work in Japan required

Job Description

Sales Director, Business Development Manager for KR/JPN (Personal Care / Specialty Chemicals)

????Location: Seoul, South Korea (Hybrid)

?????2-Year Contract (Strong Potential for Permanent Conversion)

????Regional Coverage: Korea & Japan

About the Company

A leading global specialty chemicals company with a strong presence across North America, Europe, and Asia-Pacific. The

organization is recognized for its innovation-driven culture and extensive portfolio serving the Special Chemical/Materials, Personal Care, Healthcare, Food, and Industrial markets.

Due to business expansion, they are seeking a Business Development Manager to drive new business growth across Korea and Japan within the Personal Care and Care Chemicals sector.

The Opportunity

This is a highly visible individual contributor role focused exclusively on new business development.

This role is responsible for identifying, developing, and converting new commercial opportunities while expanding market presence and strategic customer relationships.

Key Responsibilities

- Identify and develop new business opportunities within the Personal Care and Care Chemicals market
- Build strategic relationships with key decision-makers and influencers
- Generate and convert new opportunities through structured sales and business development activities
- Develop market-entry and growth strategies for Korea and Japan
- Lead customer discussions, value proposition development, and commercial negotiations
- Utilize Salesforce CRM and opportunity management tools to manage the sales pipeline
- Work cross-functionally with Marketing, Technical, R&D, and Global Business Teams
- Monitor market trends, competitor activities, and emerging customer needs
- Deliver sustainable revenue growth through proactive business development activities

Key Requirements

- Bachelor's Degree in Business, Chemical Engineering, Chemistry, Life Sciences, or related discipline
- Proven experience in Business Development, Commercial Development, Strategic Sales, or Market Development within multinational organizations
- Strong experience in specialty chemicals, ingredients, personal care, healthcare, pharmaceutical, or related industries
- Fluent Korean and English communication skills
- Strong commercial acumen, presentation, communication, and negotiation skills
- Experience utilizing Salesforce CRM or equivalent tools
- Self-driven, entrepreneurial mindset with strong ownership mentality
- Willingness to travel extensively (up to 75%+)

(Preferred)

- Experience within Personal Care ingredients, specialty chemicals, healthcare ingredients, cosmetic raw materials, or related sectors
- Background from companies such as Microbiotix, Croda, Ashland, Lubrizol, BASF, Evonik, Clariant, DSM-Firmenich, Solenis, Momentive, Wacker, Shin-Etsu, or similar organizations
- Business-level Japanese and/or Chinese language capability
- Advanced degree (Master's, MBA, or PhD)

Why Join?

- Opportunity to join a globally recognized specialty chemicals leader
- Regional exposure across Korea and Japan
- Extensive interaction with global leadership teams
- High-visibility strategic growth role
- Hybrid working environment
- Potential conversion to permanent employment
- Dynamic international culture with direct exposure to global decision-makers

Contact

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Company Description