

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

募集職種

人材紹介会社
ジェイ エイ シー リクルートメント コリア

求人ID
1609995

業種
化学・素材

雇用形態
正社員

勤務地
韓国

給与
経験考慮の上、応相談

更新日
2026年11月10日 01:00

応募必要条件

職務経験
10年以上

キャリアレベル
中途経験者レベル

英語レベル
ビジネス会話レベル

日本語レベル
無し

最終学歴
短大卒： 準学士号

現在のビザ
日本での就労許可は必要ありません

募集要項

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

Jason Lee - Associate Director | JAC Recruitment Korea

???? jason.lee@jac-recruitment.com

???? +82-2-2183-0514

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会社説明