**Non-woven Junior Technical Engineer**

**Key Accountabilities**

1. Partnering with Demand Generation in the Sales Process to identify customer needs and behaviors through Voice of the Customer to:
   * Build knowledge of customer products and applications
   * Provide appropriate product recommendations
   * Support customer’s new product qualification process
   * Grow Bostik business in the hygiene market.
2. Managing technical projects and leading problem resolution through:
   * Developing a thorough understanding of the customer need/issue
   * Effective and efficient use of Bostik resources
   * Coordination of support from Bostik processes
   * Facilitation of communication across regions where applicable
   * Responsiveness and commitment to timelines.
3. Building trusting, sustainable relationships with customers by:
   * Supporting the customer’s technical training needs at all levels
   * Bringing valued solutions through broad market and material knowledge
   * Working with Bostik processes to protect customer interests
   * Providing a consistent, positive customer experience.
4. Conducting lab analysis as necessary to meet customer commitments
5. Providing regulatory support to customers with the help of Bostik’s HSE group
6. Owner of technical relationship with Allied Suppliers to stay current with industry developments and market trends
7. Representative of Bostik technical interests at industry associations, trade shows, and regional councils to further Bostik brand image.
8. Operating safely according to Bostik policies, procedures, and work instructions.
9. Depends on person’s skill set, additional role and responsibility can be considered
10. Primary focus is Hygiene disposable NW related technical service work.
11. Asia Pacific region is in the scope and frequent travel in Asia Pacific

**Qualifications/ Experience Required**

1. University degree in Chemistry, Engineering, Materials/Polymer Science or related technical field

2. Korean speaker and fluent in English (written and spoken)

3. Previous technical service experience, ideally in some aspect of the hygiene industry

4. Knowledge of practical rheology and other analytical testing as well as statistical data analysis

5. Ability to develop strong relationships with external customers/allied supplier to build/maintain business

6. Ability to coordinate internal resources to meet customer needs and contribute to business success

7. Ability to contribute to strategy development for customer accounts/prospects to develop/maintain business

8. Someone that can engage the customer and understand the nature of the projects that they are working on

9. Needs to have a natural curiosity - seeking out information and detail that is not readily volunteered by the customer

10. Demonstrate the ability to identify and align the right resources within Bostik to support these customer projects

11. Ability and willingness to travel internationally from time to time to attend training and/or Key Account meetings

**Working Place: Shanghai R&D Center**

**Contact :**

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