

Our Chemistry Is You



Celanese Corporation is a global technology leader in the production of specialty materials and chemical products which are used in most major industries and consumer applications. Our products, essential to everyday living, are manufactured in North America, Europe and Asia. Known for operational excellence, sustainability and premier safety performance, Celanese delivers value to customers around the globe with best-in-class technologies. Based in Dallas, Texas, the company employs approximately 7,250 employees worldwide and had 2010 net sales of \$5.9 billion, with approximately 72% generated outside of North America.

Ticona is a business of Celanese Corporation and a leading global producer of technical polymers primarily used in the automotive, electrical and electronic industries.

For our Business Unit Industrial in Sulzbach/Ts., near Frankfurt, we are looking for an

Application Development Engineer Industrial (m/f)

Responsibilities:

Support and Implement European Industrial Strategy / Segment Marketing Strategy through translation into Development Programs. Work with OEMs and Tiers / customers along the value chain.

- Develop and maintain meaningful key customers and value chain relationships.
- Foster growth by identifying customer needs and translating them into viable specifications
- Implement Marketing strategies for relating Segment through identification and initiation of projects. Plan and execute those projects.
- Develop & grow project pipeline
- Manage translation of applications (regional and cross functional)
- Resolve project related / customer specific technical issues to support project commercialization
- Drive profitable growth in new products and applications.
- Identify new customer leads, analyze fit with Ticona product functionality/chemistry, quantify value in use and determine value price
- Use market-back methodologies (Market Segmentation, Value Chain analysis, Value Proposition) to drive leads from prototypes to viable projects and access to new markets and industries
- Review and compile competitive information for Input into Sales strategy updates
- Ensure multi-level relationship in place, including senior management

Profile:

- Master Degree or Diploma in engineering, additional commercial education a plus
- Minimum 2 years working experience or at least exposure to professional engineering resins through education (internship, thesis, etc.)
- Knowledge and understanding of engineering resin related applications and markets
- Strategic thinking, business acumen and results orientation
- Strong planning skills, Ability to manage and execute projects from initiation to commercialization.
- Ability to easily connect and adapt to different people and environments both internally and externally
- Strong personality with authenticity who can convince customers while building credibility and trust
- German and English fluent

We offer:

A comprehensive compensation and benefits package combined with good career development opportunities in an international group. If you are interested in this challenging and varied job and would enjoy working in a dynamic environment, please apply online via our career page on www.beinyourelement.com

