

## **Sales Representative - AA Catalyst**

Location: Beijing

### **Key Focus:**

- Manage all sales activities in assigned territory to achieve sales target
- Keep Albemarle management informed of sales activity
- Identify opportunities for new business
- Develop/maintain customer, market, and competitor information
- Appropriate use of Albemarle resources to provide customer solutions
- Manage external sales representatives in assigned territory

### **Accountabilities:**

- Develop and meet sales objectives (both revenue and strategic) for accounts
- Forecast sales volume and work with Marketing to project revenue
- Build and maintain customer relationships
- Succinctly report customer needs and competitor actions through the contact report system
- Identify and develop new accounts

### **Responsibilities:**

- Manage all sales activities of Albemarle PO catalyst (aluminum alkyls) in China mainland to achieve sales target and Keep Albemarle management informed of sales activity
- Develop and implement sales plans to achieve sales goals
- Implement global marketing/sales strategy to China mainland under guidance of regional business team
- Identify opportunities for new business, analyze and recommend to business /management team
- Develop/maintain customer, market, and competitor information. Keep management updated by timely reports through contract report and weekly report system
- Build/maintain strong relationship with key customers like SINOPEC and CNPC
- Develop/implement key account plans, appropriate use of Albemarle resources to provide customer solutions (create value)
- Develop/manage external sales representatives/distributors

### **Requirements:**

- Bachelor degree in Chemistry/Chemical or related discipline
- Over 3 years sales or business development experience in petrochemical industry
- Over 5 years working experience related to chemical industry
- Good command of both Chinese and English.
- Good communication/negotiation skill: can negotiate skillfully in tough situations with both internal and external groups
- Good technical writing skills. Excellent communication and interpersonal skills related particularly to customer interaction and ability to sell Albemarle PO Catalysts' products & services
- Strong computer skills with ability to use spreadsheet, database, presentation, and word processing software
- Teamwork spirit, self-motivated and honest
- Be willing to travel frequently

**How to Apply:**

Interested candidate, please send your CV to [jobs.asia@albemarle.com](mailto:jobs.asia@albemarle.com) with “Sales Representative - AA Catalyst” and working location in the subject line.

**Albemarle Corporation Background**

Albemarle Corporation is a leading global producer of specialty chemicals with 2008 revenue exceeding USD 2.5 billion. While based in the United States, Albemarle has twenty production facilities in the United States, Europe, the Middle East, South America, Japan, and the People’s Republic of China. Albemarle also has eight Research & Development facilities in five countries and sales offices in more than forty countries.

Albemarle has three main areas of business:

Polymer Additives – including flame retardants, stabilizers and curing agents

Catalysts – for refinery applications and the production of polyolefins

Fine Chemicals – targeting healthcare and agricultural applications

Albemarle products are sold into end markets that are vital to the global economy and are split between various end markets: consumer electronics, refining, pharmaceuticals, agriculture, petrochemicals, construction, automotive and packaging.

**Albemarle’s Growth in China**

Albemarle has a strategic objective to significantly grow its presence in China. In July 2005, Albemarle established a wholly foreign owned entity in Nanjing with a registered capital of USD 20,000,000. This entity, Albemarle Chemicals (Nanjing) Company, Limited, has purchased 100 mu (67,000 m<sup>2</sup>) in the Nanjing Chemical Industry Park. In July 2008, Albemarle Corporation increased investment to 100% ownership of Jinhai Albemarle. In December 2008, new joint venture - Shandong Sinobrom Albemarle Bromine Chemicals Co., Ltd. was set up.

**China Technical Center**

Albemarle’s growth in the Asia Pacific region and in particular China will depend largely on the ability to provide technical service to the customers who use Albemarle’s products. For that reason, Albemarle has constructed a Research & Development Center at the Nanjing site. Operations at the Technical Center started in December 2006. In the initial operating phase, the Technical Center will focus on technical service for customers in the polyurethane foam, polyolefin, and thermoplastics industries. In a future phase, the Technical Center will expand the facilities to provide the capability to develop new products for Albemarle’s polymer additive, catalyst, and fine chemical portfolios.

**Nanjing Manufacturing Facilities**

Albemarle has announced that the Nanjing Chemical Industry Park site will be its manufacturing base in China. Construction of a facility to repackage aluminum alkyls to support sales to the polyolefin industry in China started operations in April 2006. Construction of a facility to produce phosphorous-based flame retardants for the polyurethane foam and thermoplastics markets is now in progress with start-up scheduled for Q1 2008. Albemarle is the world’s largest producer of flame retardant products, and the construction of the flame retardant facility in Nanjing is critical to maintaining this leadership position. The products manufactured in this facility will be sold in the fast growing China market and exported to customers in the United States, Europe, and South America. Albemarle currently operates manufacturing facilities producing these products in the United States and the

United Kingdom, but the Nanjing site has been selected as the site for future expansion; therefore, it is likely that the phosphorous-based flame retardant plant will be expanded in the near future.

### **Jinhai Albemarle Manufacturing**

Jinhai Albemarle consists of 2 associated companies - Ningbo Jinhai Albemarle Chemical & Industry Co., Ltd., and Shanghai Albemarle Fine Chemical Co., Ltd. Together, we engage in the research, development, and manufacture of antioxidants, alkyl phenols, and blending stabilizers for polymers. Using the most advanced equipment and technology, Jinhai Albemarle has become the biggest antioxidant manufacturer in China with a capacity of 18,000mt/y of antioxidants, 15,000mt/y of alkyl phenols and 4,000mt/y of blending stabilizers.

### **Sinobrom Albemarle Bromine JV**

Shandong Sinobrom Albemarle Bromine Chemicals Co., Ltd. is a new joint venture that is formed by Albemarle Corporation and Weifang Sinobrom Import and Export Company, Ltd. (Sinobrom) and it will combine the existing business of Sinobrom in 2008.

Since the foundation of our company, our success has been achieved through continuously improvement of our competitiveness, and by working to highest levels of accreditation for quality, providing good services for all our customers. Our bromine compounds and other chemical products have been exported to more than twenty countries and regions such as Europe, America, Japan, South Korea, Singapore, Australia, South Asia and Africa. Learn more about Sinobrom at [www.sinobrom.cn](http://www.sinobrom.cn)