

Customer Technical Service Engineer

Location: Nanjing

Key Focus:

- Implement Technical Requirements of Business Objectives
- Technical knowledge of products and customers' applications of products in the fields of wire and cable and other plastic materials that use mineral flame retardant
- Product Stewardship
- Product quality as it impacts use and sales of products
- Promote successful launch of new product developments within region
- Intelligence related to competitive products
- Establish Albemarle's regional reputation for technical expertise and lay groundwork for further expansion of effort
- Drive use of flame retardant products within China through assistance of regulatory initiatives

Accountabilities:

- Identification of new products, new customers and new applications for existing products
- Customer satisfaction and education
- Provide technical expertise of focus area to internal & external customers as a working member of the global Albemarle flame retardant R&D team
- Work with manufacturing to maintain quality standards of products in focus area
- Drive growth based on technical expertise
- Know how and why customers use our products
- Establish liaisons with Chinese technical community in wire and cable and other plastic materials that use mineral flame retardant
- Learn more about the current and future FR regulations within China

Responsibilities:

- Provide customer driven information to help direct new product development activities
- Provide information and samples to customers to encourage trial use of product, insure success in use, and safe handling of materials
- Resolve customer product performance complaints and solve customer related problems
- Maintain technical relationships with appropriate contacts at key customers
- Communicate quality technical issues to internal & external customers
- Maintain product quality and customer contact databases
- Coordinate efforts / take part to global R&D project with the global Albemarle flame retardant R&D team
- Provide greater understanding to Albemarle of Chinese FR regulations and how to meet them
- Monitor and maintain information on competitive products

Requirements:

- Minimum of a BS in chemistry, polymer science or chemical engineering
- Business Chinese and English required
- Min 3 years in the lab or technical service; experience with wire and cable and other plastic materials that use mineral flame retardant
- Current or very recent experience in the Chinese wire and cable and other plastic materials market
- Operation of experimental set-up and/or use various specified analytical equipment independently
- General project management experience resulting in successful completion of project goals and commercial application
- Formulation and completion of technical service projects by selecting and applying the appropriate approach and information from a range of different sources, to support internal and/or external customers
- Foreign company experience preferred
- Sales and/or market development experience with direct customer contact preferred
- Sound Application Experience in wire and cable and other plastics. Although not absolutely necessary, knowledge of Flame Retardants and related actions + fire tests would be a plus
- Willingness to travel up to 35% of time

How to Apply:

Interested candidate, please send your CV to jobs.asia@albemarle.com with “**Customer Technical Service Engineer**” and working location in the subject line.

Albemarle Corporation Background

Albemarle Corporation is a leading global producer of specialty chemicals with 2009 revenue exceeding USD 2.01 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 m²) 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