

Technical Support Representative – Refinery Catalyst

Working Location: 2 (Beijing or Shanghai)

Main Responsibilities:

- After a training period, the Consultant has in depth technical knowledge of our products and their applications. Making use of this knowledge he initiates activities to promote our refinery catalysts at the customer;
- Prepare technical proposals based on customer needs and provide technical assistance to Albemarle Catalysts' existing customers with visits, reports, trouble-shooting and other services;
- Carry out technical services, like unit monitoring and troubleshooting, and make recommendations for unit and catalyst optimization;
- Monitor and collect marketing information on new product development, competition, etc.;
- Work closely with sales team to maintain customer relations at customers, R&D centers and headquarters;
- Contribute to improving the image/reputation of Albemarle as a global leading catalyst supplier by giving presentations, writing articles, attending seminars, etc.
- Contribute to collecting knowledge on the experience with our products and make recommendations in which area's new product development needs to take place;
- Contribute to providing input to China sales teams regarding strategy for maintaining existing business and obtaining new business.

Qualifications:

- Refining engineering degree or equivalent in Chemical engineering or related discipline
- Minimum 3-5 years experience as process engineer or equivalent position related directly to unit operation or unit design in FCC, hydroprocessing and/or hydrocracking units
- Good communications and interpersonal skills
- Fluent in English and Mandarin
- Ability to work independently
- Frequent travel in China, oversea travel is requested sometimes
- Strong computer skills with ability to use spreadsheet, database, presentation, and word processing software, etc.
- Teamwork sprit, self-motivated and honest

How to Apply:

Interested candidate, please send your CV to jobs_asia@albemarle.com with position and working location in the subject line.

Albemarle Corporation Background

Albemarle Corporation is a leading global producer of specialty chemicals with 2007 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. From 2001 to 2006, Albemarle has grown its revenue from sales in China from less than USD 10 million to more than USD 150 million. Sales revenue in China is expected to exceed USD 300 million by 2008. Albemarle has established two joint ventures with Chinese partners in China to produce antioxidants for the plastics industry. 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.

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.