

A wide-angle photograph of an industrial chemical plant or refinery, showing various pipes, tanks, and structures under a clear sky. The image is overlaid with a semi-transparent green filter.

## Technical Service Manager EMEA (m/f/d)

Vantage Leuna GmbH is a leading medium-sized company in the field of specialty surfactants and chlorinated paraffins. Our products are used in detergents and cleaners, cosmetics and various industrial applications. As part of the Vantage Group, we have an international network of operating facilities and distribution centers in the USA, Latin America, Asia and Europe.

Would you like to gain extensive insights into all areas of a specialty chemicals company? You would like to work independently in a cooperative working environment? Would you like to be part of an international team with contact to our field offices in the USA, Latin America, Asia and Europe?

Then apply to us for our location in Leuna in the Halle/Leipzig region as a

### Technical Service Manager EMEA (m/f/d)

#### Your responsibilities as a Technical Service Manager EMEA:

- Accountable for the technical service, technical support and new business development by proactively contributing to the commercial success. Acts as the technical expert in the relationship with our customers.
- Co-owns the relationship with the sales professionals. Contributes to customer intimacy. Co-owns commercial objectives.
- Conducts joint customer calls with the account managers, assumes the technical expertise part in the sales calls. While being the technical expert and presenting mostly to scientists, always keeps a strong commercial mindset.
- Works closely with Marketing / Product Management on the introduction and roll out of new products and takes an active role in identifying new solutions and defining its value proposition, making new products a commercial success.
- Develops basic application testing based on customer requirements in order to understand customer needs and to support Vantage solution with real data.
- Develops and conducts training for customers, organizes technical customer events and represents Vantage in public technical forums.
- Supports Regulatory by providing technical expertise with a commercial mindset.

#### Your profile:

- PhD or Master's in a field of science (chemistry, biochemistry, chemical engineering, colloidal science, polymer chemistry, etc.)
- 4+ years of experience in a technical role (Technical Service, R&D, Formulations) with direct customer contact.
- Experience in conducting technical presentations to customers.
- Experience in technical research and publication of results.
- Experience working on teams located in different regions and cultures.
- Extensive technical expertise in the relevant field and the specific markets (VPM, VPC, Natural Oils).
- Skilled at working directly with customers to solve their challenges.
- Excellent verbal/written communication and interpersonal skills.
- Very good German and English language skills.
- Ability to travel 60+% throughout Europe to visit the other Vantage locations, customers and tradeshows.

#### What we offer:

- a permanent employment contract as well as flexible working time models.
- a pleasant working environment and a corporate culture that rewards independent work and provides room for personal development.
- a rewarding job in a friendly and motivated team.
- work completely from home and compulsory presence on site only on a few days a month
- attractive compensation in line with the market.
- 30 days vacation per year.

Interested? Then send us your informative application documents by e-mail as a PDF file to [Bewerbung.DE@vantagegrp.com](mailto:Bewerbung.DE@vantagegrp.com). All data protection regulations will be taken into account.