

## Business Manager

*North America or Europe*

Forest2Market, Fisher International and Tecnon OrbiChem are three companies with a combined mission – to provide data, analytics, business intelligence and supply chain expertise to the forest products and chemicals industries. We are looking to fill the need for a Business Manager role position in either North America or Europe.

### About Tecnon OrbiChem

Tecnon OrbiChem was founded in 1976 and is a global petrochemical consultancy headquartered in Croydon, UK, with offices in Charlotte, NC, Shanghai and worldwide. There are 45 permanent members of staff, with specialist consultants who work with us on confidential projects. Tecnon OrbiChem provides regular market analysis and confidential consultancy as well as organizing conferences, both by ourselves and in association with international partners.

Tecnon OrbiChem has two major business streams:

- **Multi-client Market Consultancy** – the company publishes monthly business reports, global market databases and forecasts for the chemicals industry. The information held comprises worldwide supply/demand balances, capacity, trade data and prices and is used as a benchmark in the industry.
- **Individual Project Studies** - providing consultancy and commissioned, confidential one-off studies on products, supply/demand, pricing, technologies, operations, strategy, feasibility, and due diligence for clients in the Middle East, Asia, the Americas and Europe.

Tecnon OrbiChem is seeking a candidate with strong general knowledge of the petrochemical industry to further build upon its leading positions in the following sectors: Chlor-Alkali, Oxo Products/Phthalates, and Maleic Anhydride.

### Primary Job Responsibilities:

- Maintain/create commercial relationships which increase value for Tecnon OrbiChem customers, working together with sales, as needed:
  - Regular business reviews: gather customer feedback, enhance understanding of customers' requirements
  - Renewals/Upsells
  - Identify possible cross-sell opportunities
  - Complementary services
- Develop industry insights and commentary
  - The Business Manager will follow developments within a particular industry sector including prices, supply-and-demand issues, and market trends. The Business Manager will work with other Business Managers and consultants within Tecnon OrbiChem to coordinate coverage of key industry trends and identify possible new areas of product coverage. The Business Manager will maintain databases related to specific product groups, including supply-and-demand and plant production capacity.
  - The Business Manager will contribute to the following Tecnon OrbiChem services describing changes to prices, important events and their implication for industry dynamics:
    - Chemical Business Focus** (monthly): *Tecnon OrbiChem's flagship publication*
    - Chem-Netfacts** (monthly): *Summary of monthly market activity*
    - Chem-Foresight** (monthly): *Price forecasting publication*
    - Promotions/Blogs** (ongoing): *Highlighting important market developments*
- Develop an in-depth knowledge of these markets in order to contribute to the company's global industry surveys for pricing, supply, and demand.
- Confident public speaker; comfortable with giving presentations at industry events.
- Once capabilities have been demonstrated, candidate may be required to cover other products and/or regions, in line with the company's business development plan.



**Job Requirements & Qualifications:**

- Degree Level 2.1 or equivalent
- 10 years related working experience
- Ability to speak languages in designated areas of concentration; English is required
- Good interpersonal and communications skills
- Positive attitude, flexible nature and helpful disposition
- A quick learner with strong team spirit
- Familiarity with sales, CRM processes
- Familiarity with petrochemical industry product flows, industry terminology and relationships within the chemicals sectors
- General interest in and ability to write about and discuss macro-economic and business intelligence relevant to the chemical industry.
- Ability to work from home, access to reliable internet and communications equipment
- Good organizational and time-management skills
- Ability to maintain professionalism and confidentiality at all times
- Business travel for client visits or conferences

Send application materials to: [careers@orbichem.com](mailto:careers@orbichem.com)

Application materials should include: a resume and cover letter.