



IOI OLEOCHEMICAL

In facial creams, medication, sports nutrition or styrofoam packaging – our highly specialized products have such a variety of application areas that we hold them in our hands every day without realizing it.

IOI Oleo GmbH is the German branch of the Oleochemical division of the globally active IOI group. With our headquarters in Hamburg and our two production sites in Witten and Wittenberge, we are one of the leading European suppliers of oleochemical specialties for the areas of Personal Care, Pharma, Nutrition and Technical Applications.

Creating
chemical
connections!

To strengthen our international innovation team for natural functional ingredients in the cosmetic industry, we are looking for you to join our company as soon as possible with job location ideally based in our headquarters in Hamburg, Germany.

(Senior) Technical Marketing Manager (m/f/d), Personal Care Ingredients

Your Tasks

- In our international Personal Care team, you conceive and implement the worldwide marketing strategy of our award-winning portfolio of ester specialties.
- In close cooperation with our Research, Application and Sales departments, you emphasize Unique Selling Points, Ingredient positioning and recommend sales strategies. You also realize innovation award dossiers.
- You train and support our sales managers and distributors in knowing, using or marketing our product portfolio. You centralize our organization of customer seminars, workshops and exhibitions (together with our marketing department).
- You collect and analyze market feedback as well as trends, monitor competitor activities to continuously complement or improve product strategy and positioning.
- Strong pillar of our internal and external communications, you create our marketing materials for the product portfolio and shape the department communication (social media, newsletters, media plan) together with our marketing department.
- You join the sales team to represent our company at specific trade fairs, events or conferences.

Your Profile

- You have sales or marketing experience with a technical background, preferably a university degree (or equivalent) in cosmetic sciences, formulation, biology, chemistry or related fields.
- You have professional experience in the marketing of ingredients and passion for raw materials in the personal care industry. You show ability to analyze market data and translate technical inputs into product strategies.
- You are result-oriented and self-reliant, combined with a high degree of communication skills and commitment.
- You show creative thinking with a capacity to prioritize and manage multiple projects simultaneously. Deadlines are your favorite breakfast food.
- You are characterized by pronounced sales and customer orientation as well as a persistent and solution-oriented attitude.
- We require readiness for occasional business trips (less than 20%) and fluency in spoken and written English. More language skills are a plus.
- We very much welcome your strong teamwork skills and openness.

Your Opportunity

You look forward to a task in which you can take on your own responsibility and a future in which team spirit, mutual support and fun at work are very important. You can also expect flexible working hours and a great working atmosphere.

We are looking forward to your informative application with your salary expectations and your earliest possible starting date. Please send us your documents using the application form on our career website:

www.ioioleo.de/en/career/vacancies/

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