

ALCAN INTERNATIONAL NETWORK

Alcan International Network USA, LLC
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COMPANY PROFILE: Alcan International Network (AIN) is a world wide sales network with 17 offices covering the globe. AIN creates highly valuable links between manufacturers and their worldwide customers in *Specialty Chemicals, Minerals and Raw Materials* for over 90 years. Our most critical assets are our 300 highly educated and experienced locals, who are trained to deliver high-value technical sales and marketing services even in remote geographies. Alcan International Network goes beyond ordinary business representation to build trust-based and cost-effective relationships with its customers. As a fully fledged intermediate, we are best positioned to provide on one side to our customers a broad portfolio of qualified suppliers combined with a wide range of services and on the other side to offer to our suppliers market intelligence to grow their sales into new geographies and/or market areas. Over 300 industrial manufacturers worldwide entrust us the sales representation of their products.

POSITION: ***Product Manager / Business Developer – Specialty / Fine Chemicals***

JOB DESCRIPTION: The Product Manager will develop the sales of chemicals in all sub segments including, but not limited to health and personal care, cosmetics, pharmaceutical and nutritional sectors in North America. Types of products we sell are considered as specialty, fine chemicals, APIs, and custom manufactured products. This position will require the candidate to be able to:

- Manage existing Customer (in North America) and Supplier (worldwide) relationships and develop new Customer and supplier relationships
- Grow the business by increasing opportunities with existing businesses and identifying opportunities for profitable growth
- Must be able to negotiate prices and terms with both suppliers and customers
- Participate in the design and implementation of strategies to improve sales results
- Prepare an annual sales budget, monitor product sales in order to achieve financial objectives and explain variances
- Provide written reports on sales and development activities as requested
- Manage inventory levels to support business
- Communicate with accounting on proper posting of receivables, and assist on collection of receivables as needed
- Must have good industry contacts
- Knowledgeable about import practices and inco-terms
- Participate in Chemical Industry Trade shows
- Time allocation: 35% account maintenance / 65% new business development

JOB QUALIFICATIONS:

Bachelors degree (Masters degree preferred) in International Trade, Sales and Marketing, Chemistry or related field and five (5) years minimum of commercial sales experience in a chemicals distribution or trading company preferred. The candidate should have very strong relationships with both customers and suppliers; must be able to source specialty/fine chemicals from reputable/trustworthy suppliers, must be able source and close deals with new customers. This job requires someone that is organized, self confident and opportunistic. The person should possess an %entrepreneurial+spirit, be able to work both independently and as part of a team. The person should have great interpersonal and communication skills. This position is based in our Stamford office and requires minimum 30% travel . tradeshow, overnight, domestic and international.

COMPENSATION / BENEFITS: Alcan offers competitive compensation based on experience and highly desirable benefits package, including company car. Growth opportunities in income and responsibilities, operation is growing organically and via acquisition which creates new opportunities for existing employees.

Qualified candidates, please submit resume and cover letter to:
Email: ainusahr@constellium.com or Fax: 203-595-5142