As one of the world's leading compounders of thermoplastic polymers, MOCOM Compounds GmbH & Co. KG offers the plastics processing industry a comprehensive range of high-performance products, customised compounds and recycling solutions. With 50 years of tradition as a former division of ALBIS PLASTIC GmbH, MOCOM employs over 750 people worldwide at three German sites as well as in the the USA and China.

Your responsibilities:

- You will continuously monitor market conditions, industry trends, competitors and relevant regulatory developments.
- Implement the segment strategy by identifying new business opportunities, market trends and potential partners.
- Develop new business activities by promoting products and working on specifications with OEMs and system suppliers.
- Provide technical and commercial leadership of new projects, including pricing, through to handover to sales.
- Provide operational support to the sales team with segment-specific expertise to deepen customer relationships and expand the customer base.
- You will provide operational support for marketing campaigns and work closely with product management, for example on product launches.
- You will analyze market trends and customer feedback to drive portfolio development and new product initiatives.
- Advising customers on technical issues such as component design, material recommendations and selection, approvals, risk management, processing and troubleshooting.
- Handle product quality complaints in accordance with procedures and documentation.
- You will represent the company at trade shows, conferences and workshops, give presentations and support the MOCOM Group in organizing events.

Your profile:

- You have a completed technical degree (e.g. as an engineer, business economist or commercial specialist) or relevant vocational training and several years of professional experience in the plastics industry, preferably in the automotive sector.
- You have a solid knowledge of plastics processing, tooling and application development.
- You will have an established international industry network.
- You have excellent communication skills and are a competent negotiator.
- You are a highly self-motivated.
- You are result-oriented and a true team player.
- You have IT skills, particularly in MS Office, SAP and CRM.
- You are fluent in German and have excellent written and spoken English skills.

MOCOM is a company of the Otto Krahn Group. With an annual turnover of approx. € 1.1 billion, the family-owned group of companies is represented by around 1,600 employees at 39 locations worldwide. Become part of our team! MOCOM values cooperation and friendly interaction. We promote equal opportunities and respect our employees as individuals with different cultures, perspectives, skills and experiences. Our goal is to work together to shape and advance the exciting future of the plastics industry in a sustainable and responsible manner. Interested? Then we look forward to receiving your application via the "Apply now" button, stating your salary requirements and availability.

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