

Business Development Manager – AEM Division, Japan

AEM Canada Group Inc. (AEM) is a Quebec-based company, headquartered in Montreal and with production facilities in Cap-Chat (Haute-Gaspésie). The company is a major producer of high-purity alumina and other aluminium derivatives, with a portfolio of more than 80 products marketed globally to sectors such as technical ceramics, electronics, batteries, and synthetic sapphire

We take strength from our diversity and our commitment to inclusion and teamwork. We have one culture and yet we come from different backgrounds, and that makes us stronger and proud, because we truly believe in diversity.

We believe diversity is the foundation for team work because a diverse team has acceptance and inclusion in its DNA, and thus is very prone to listen to other opinions. From Australia to Cap-Chat through Europe, the individual is the most important resources we have. We believe in the importance of an inclusive and caring culture, and we welcome diversity of all kinds. Our hiring practices are based on a welcoming and barrier-free culture.

Job mission

In Japan, the main mission of business development typically revolves around fostering growth, establishing strategic partnerships, and ensuring sustainable profitability. Here are some key objectives and strategies often pursued in Japanese business development

Role summary

- Under the supervision of the Superintendent, Engineering
- Job type: permanent - full-time
- Competitive salary
- Employer-paid group insurance

Responsibilities

- Management of all the Business activities in Japan in conjunction with our Head of Business Development Asian
- Maintain and extend customer and business relationships
- Implementation of Japan strategic plans, including key objectives, market share targets, development priorities, turnover & margin targets
- Price negotiation
- Planning and forecasting (in CRM system)
- Manage receivables for assigned Accounts/Segments to support the Capital goals
- Support and active participation in Global Team Organization
- Gathering and reporting of market information, including detailed market share data, competitor's activity and price information
- Coordination and organization of management and applied technology support visits from Headquarters
- Participating exhibitions, forums and conferences that are related to our business in the region
- Coordinate the activities of the distributors in the region
- Coordinate the further recruiting process in the region

Respect for organizational ethics

The company's values are commitment, teamwork and respect, diversity (acceptance and inclusion), health, safety and the environment, innovation, continuous improvement. The Business Development Manager must ensure that these values are respected in the execution of his/her responsibilities.

Required profile

- Bachelor's degree or above
- Chemical or materials education
- Mother tongue Japanese, Fluent in English, French fluency would be a plus
- Relevant working experience in a commercial position of 5 years

Note: the masculine form is used for simplicity, without prejudice to the feminine form.

Additional skills and abilities required for this position

- Ability to understand key stakeholders and transfer market needs & opportunities & connect implications to drive successful projects and activities
- Team lead and team player with excellent communication attitude internally & externally
- Self-directed, creative, initiative and flexible to change
- Influencing skills: Ability to convince & take decisions in a cross-cultural environment

To apply

Please send your applications to Mr. Stephane Blanchette at sblanchette@aemcanada.com