Italian Multinational Company, leader in manufacturing and marketing of organic and inorganic specialty chemicals and polymers, is looking for a:

**TECHNICAL DEVELOPMENT MANAGER**

*Industrial Water and Process Water Treatment*

Hierarchically reporting to the Head of Global Center of Expertise Water and Enhanced Oil Recovery, the candidate will deal with:

- Managing the pre and post technical sale support of products (anitscalants, corrosion inhibitors and phase separation aids) for leading international Clients, mainly involved in industrial water treatment (cooling, boiler and waste water treatment) and process water treatment (desalination, reverse osmosis, pulp & paper process) markets, through direct contact with customers as well as supporting the dedicated sales organization and agents/distributors network;
- Supporting Sales and marketing force with technical data sheets, test data, applicative data of finished formulations containing the company products and quotations;
- Providing technical advice and solutions, to meet customers’ specific application requirements, based on company standard and customized products;
- Promoting, also at trade shows, sales meetings, and customer sites, the development of new products and applications, coordinating activities between final customer and internal or external laboratories of research;
- Constantly collaborating with Application Lab, Quality, R&D and Production Departments to define plans of research and technological improvement of products to meet market and customer requirements;
- Organizing and conducting technical and updating product training courses for customers, sales organization and distributors network;
- Managing on-site trouble shooting and field trials at customer locations closely cooperating with sales and marketing team;
- Troubleshooting customer complaints via telephone, email, or onsite visits
- Managing effectively multiple projects with excellent organizational and problem solving skills.

The candidate possess a Chemical Engineering or Industrial Chemist or Chemistry University Degree and has developed at least 5 years of on-field working experience in technical/technical services/R&D/Water Treatment Application Laboratory roles for international companies involved in Industrial Water & Process Water treatment applications (cooling, boiler and waste water treatment, desalination, reverse osmosis and pulp & paper process). Experience in in the technical field of chemical reverse osmosis plant, with particular reference to maintenance and operation, is the primary requirement for applying to this position.

The candidate has a strong interest in water chemistry and has good sense of technical knowledge about water treatment systems (cooling towers, boilers, waste water treatment systems, thermal desalination, power plants, pulp bleaching and kraft digester) and the typical chemistry issues related to water such as
corrosion, scale formation, dispersion, biocide, phase separation (mechanism and function of flocculants / coagulants) and biology/biochemistry of biofouling and organic fouling.

He/she has also developed expertise in “Water treatment” testing for measuring performance of formulation and actives (corrosion and scale control in particular) and is obviously in possession of a formulation know-how.

Fully proficient in English (both oral and written), he/she is available for frequent business trips to foreign countries.

Strongly motivated, charismatic, highly technical/business oriented, good common sense with ability to take initiative and work in a demanding environment, the candidate has natural attitude for team work and cross-functional collaboration.

Contractual level and remuneration scheme will be discussed in light of the experience possess by the candidate.

Sales Office and Technical Lab are located in Italy (Milan) and Belgium.