



# klöckner pentaplast

The Klöckner Pentaplast Group is a global leader in providing packaging, printing, and specialty solutions serving the pharmaceutical, medical device, food, beverage, and card markets among others. With a broad portfolio of rigid plastic films and services powered by innovation, kp plays an integral role in the customer value chain by marketing and protecting product integrity, safety, consumer health, and, ultimately, brand reputation.

Founded in 1965, Klöckner Pentaplast has grown from its initial facility in Montabaur, Germany, to current operations in 12 countries with 18 production sites. The company has sales of over €1,191 billion and employs more than 3,000 people committed to serving customers worldwide. The Klöckner Pentaplast Group is wholly owned by an investor group led by SVP Global. For more information, visit our web site at [www.kpfilms.com](http://www.kpfilms.com).

## Business Unit Manager

### Your Job

- ▶ Plans, organizes, and controls an assigned product line from conceptual innovation stages through implementation and product life cycles to optimize profit and meet marketing, financial, and corporate growth objectives by performing the following essential duties responsibilities (other duties may be assigned):
- ▶ participates in overall product strategy, research and development requirements, product innovation, development, and manufacturing coordination for new and emerging products.
- ▶ coordinates technical product development, estimates of potential profits, and release to production
- ▶ manages day-to-day progress of product
- ▶ provides technical expertise and training to other departments in support of product development
- ▶ conducts marketing analysis to develop product definitions
- ▶ collaborates with a wide variety of functional areas such as sales, manufacturing, and operations to develop and provide product definitions responsive to customer needs and market opportunities
- ▶ develops and maintains a prioritized list of customer and market requirements for product
- ▶ coordinates and develops marketing, sales, and financial plans for product line
- ▶ provides financial and technical justification for product selection and definition
- ▶ prepares product development objectives and schedules for all phases of product development and introduction to market
- ▶ conducts market research and identifies and tracks market trends in company's industry
- ▶ produces competitive analysis materials comparing product with its key competitors
- ▶ identifies partnering opportunities for complementary third-party products to broaden company's product line
- ▶ participates in key sales situations for the product
- ▶ maintains communications and contacts to collect and analyze technical, financial, schedule, and sales information for product line
- ▶ travel to support account managers as needed in the field at key customer locations for quarterly reviews, new product development, product/ education, technical application support and new product ideation
- ▶ travel and appropriate preparation to support communications objectives such as but not limited to trade shows, technical symposia or association presentations as needed
- ▶ support communications activities, including, not limited to , writing technical articles for publication by kp Communications team, as well as communications briefs for all new products in the affected market
- ▶ supervisory responsibilities: may directly or indirectly supervise one or more non-supervisory employees



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## **Your Profile**

- ▶ Bachelor's degree (B.A.) from four-year college or university; and two to three years related experience and/or training; or equivalent combination of education and experience
- ▶ energetic, forward-thinking and creative individual with high ethical standards and an appropriate professional image
- ▶ strategic visionary with sound technical skills, analytical ability, good judgment and strong operational focus
- ▶ well-organized and self-directed individual who is "politically savvy" and a team player
- ▶ intelligent and articulate individual who can relate to people at all levels of an organization and possesses excellent communication skills
- ▶ good educator who is trustworthy and willing to share information and serve as a mentor
- ▶ decisive individual who possesses a "big picture" perspective
- ▶ ability to respond effectively to the most sensitive inquiries or complaints
- ▶ ability to make effective and persuasive speeches and presentations on controversial or complex topics
- ▶ German and/or Spanish language reading skills helpful but not required

## **Your Benefits**

- ▶ there will be an intense job training regarding all issues such as products, applications and manufacturing technology
- ▶ challenging and diversified job within a dynamic and international team
- ▶ FLSA Status: Exempt // Salary/Labor Grade: SG-22 // EEO Job Code: 4
- ▶ main place of work at site Gordonsville, VA, USA

The physical demands described here are representative of those that must be met by an employee to successfully perform the essential functions of this job. Reasonable accommodations may be made to enable individuals with disabilities to perform the essential functions. While performing the duties of this job, the employee is occasionally required to stand; walk; sit; use hands to finger, handle, or feel objects, tools or controls; reach with hands and arms; climb stairs; balance; stoop, kneel, crouch or crawl; talk or hear; taste or smell. The employee must occasionally lift and/or move up to 25 pounds. Specific vision abilities required by the job include close vision, distance vision, color vision, peripheral vision, depth perception, and the ability to adjust focus.

Work environment characteristics described here are representative of those that must be met by an employee to successfully perform the essential functions of this job. Reasonable accommodations may be made to enable individuals with disabilities to perform the essential functions. While performing the duties of this job, the employee is not exposed to weather conditions. The noise level in the work environment is usually moderate.

Have we piqued your interest? We look forward to receiving your application with your salary expectations and your possible start date.

Your point of contact  
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