



TotalEnergies Corbion

[pla@totalenergies-corbion.com](mailto:pla@totalenergies-corbion.com)  
[www.totalenergies-corbion.com](http://www.totalenergies-corbion.com)

**Vacancy title:** Senior Product Manager

**Department:** Marketing

**Location:** Gorinchem, NL

**Publish date:** September 2023

## We're hiring! Are you our new Senior Product Manager?

TotalEnergies Corbion is a global technology leader in bioplastics, specifically Poly Lactic Acid, so called PLA. Our PLA products offer a 75% reduction in carbon footprint compared to fossil-based plastics! Our core belief is that our Luminy® PLA bioplastics can have a real and meaningful impact toward **creating a better planet for current and future generations**.

Our core values are Safety, Integrity, Ambition, and We enable others to do good. And we act like it. In addition, we actively embrace diversity in how we work together and contribute towards our shared objectives and values. By joining TotalEnergies Corbion, you will become an employee in a company where you can feel pride of your achievements and develop your career with global prospects.

### What is the purpose of the job?

The main purpose is to manage and develop our global product portfolio and all aspects around this. TotalEnergies Corbion Luminy's bioplastics are used in many market segments, including rigid food packaging, 3D printing, non-wovens, flexible packaging and durable goods. The role is global with a key focus on product line & portfolio management and project management with the aim to meet profitability targets of the product lines.

### What is your specific duty?

Translating the purpose results in the following specific job activities:

- Understand in detail key applications for PLA and the technical, regulatory, certification and product packaging needs of PLA customers.
- Develop and execute product strategies (portfolio management, pricing, positioning, new product development, market intelligence) in accordance with global and regional business and segment strategies in order to meet profitability targets of the product lines.
- Develop capabilities in line with development needs such as an in depth understanding of the technical/regulatory/certification/package needs.
- Manage the operational aspects within the relevant portfolio, including new product introductions, product changes, product rationalizations, product quality issue resolution and product related documentation.
- Lead and manage the execution of strategic projects via the stage gate process, including planning, budget and reporting to top management.
- Identify sustainable market opportunities and develop new value propositions for PLA as project lead of key strategic projects.

- Identify end-of-life options for PLA and develop and bring-to-market viable concepts.
- Represent and connect the business with the internal organization: through interaction and collaboration with adjacent functional areas (sales, R&D, QA/QC, supply chain, operations) to ensure commitment from those functions to execute the defined PLA portfolio strategy.
- Leverage knowledge and contacts available from our parent companies, Corbion and TotalEnergies.

In this role, your responsibility includes developing strong relationships with customers, connecting with key business executives and stakeholders to achieve our goals. Our Product Manager will report to you. You will liaise with cross-functional internal teams (including Sales, Operations, Segment leaders and R&D) to improve the entire customer experience. This position requires willingness to travel.

### What does your background and skillset look like?

It is useful if you recognize yourself in the below profile.

- **Experience:**
  - University degree (or equivalent) in marketing, business administration and/or technical /polymer science/chemistry. Master's degree - an advantage.
  - At least 10 years of experience in plastics industry, marketing, product management, business support or application / business development.
- **Knowledge & Skills:**
  - Good understanding of the main technical characteristics of plastics in various markets and applications and preferably knowledge of circular and sustainable value propositions.
  - Strong communication skills; fluent in English.
  - Thrives on a challenging and fast-paced environment.
  - Excellent interpersonal, and communication skills, and a high level of integrity.
  - Ability to effectively network and function in a complex internal and external ecosystem of colleagues, stakeholders, and influencers.

*These criteria are an indication of the profile we are looking for. Research shows that male candidates often apply when they see a 60% match with the profile, while women only apply when they see a 100% match. If you don't meet all the criteria but you do believe that this is the right position for you, we kindly invite you to apply anyway or get in touch.*

### Who are we and what do we offer you?

Of course, we offer competitive remuneration and benefits, and your location will be the TotalEnergies Corbion office in Gorinchem. You will be part of our Marketing team and work together with a group of 30 colleagues in our office. Our company is made up of talented, dedicated people – people who share a purpose and a vision.

*Our employees are passionate about what they do: they are experts in their field, eager to develop for the future and motivated by developing sustainable solutions. Our leaders are our role models, they guide us the way to sustainable innovation by expressing our core values and competencies.*

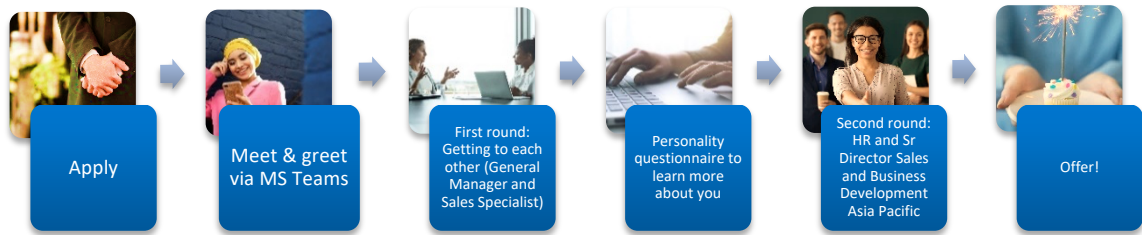
We offer you the chance to join a global fast-growing company with a mission to create a better planet for current and future generations:

- Culture to empower people and where your initiatives and ideas make a real difference.
- International focus with truly diverse teams
- Friendly & informal culture in a demanding professional environment

**Interested? Get in touch!**

We are looking for the best match from both sides. Thus, we will follow the process below to see if there is a potential match for both of us!

This process starts by submitting your resume and cover letter to [Tessa Blok](mailto:tessa.blok@totalenergies-corbion.com), our HR manger



via [tessa.blok@totalenergies-corbion.com](mailto:tessa.blok@totalenergies-corbion.com) and we will guide you through the rest of the process.