



COMMERCIAL DEVELOPMENT PROGRAM (CDP)

Exciting opportunity

Taipei, Taiwan

Job Overview

The Dow Chemical Company is offering great business career opportunities in a global and international environment. We are looking for ambitious candidates who are interested in joining us in Commercial Development Program.

The Commercial Development Program (CDP) is a 12 months program that aims preparation of the young professional to the role of Account Manager who will be key to Dow's sustained commercial success in the Asia Pacific (APAC) region.

This competitive training program includes testing and developing listening, communication, presentation, persuasion, and selling skills to be a successful solution provider for Dow's customers. During the program candidates are partnered with a Dow global business segment on a sales/marketing project to learn and apply these skills in the world of B2B Chemical Sales. Additional opportunities include networking with Dow leadership, and shadowing experienced Dow sellers for early career mentoring. Upon graduating this leading edge program, candidates become an Account Manager in a Dow business that fits their skill set, knowledge and passion.

The program sets an environment to grow personally and gain real hands-on experience working in one of the leading companies of the chemical industry. You are a young professional, aspiring to start a sales career... this is where it all begins!

During the program, participants will be offered to:

- Attend workshops, seminars and classroom trainings in Asia Pacific.
- Develop Sales Account Management skills to become Solutions Consultants in the industries we participate
- Handle Sales and Marketing related projects related to the future job
- Explore business growth opportunities for Dow businesses with potential exposure to current and potential customers and markets
- Expose him/her self to Senior Commercial leadership to understand better the company expectations and vision
- Gain technical knowledge of markets and applications
- Network with experienced Dow colleagues to build mentoring relationships

Career Opportunity

After successful completion of Commercial Development Program, you will become a Sales Account Manager working in a business and sales environment, while interfacing with customers at all organization levels and with various functions ranging from purchasing, to research and development as well as manufacturing.



Who are we looking for?

- 2021 Fresh graduates or with 1-2 years full time working experiences Education background with technical degrees such as chemical engineering, chemistry, materials science is required
- Perfect fluency in the local language of the country applied as well as proficiency in English (written and verbal); additional language skills would be a strong assets
- A pro-active attitude, self-motivation, excellent communication and strong interpersonal skills such as open minded, inquisitive, creative, flexible, strong adaptability, analytical persuasion skills as well as customer focus are essential
- Candidates are expected to understand the principle of marketing, skilled features-benefits-solutions selling, the business indicators, external market factors, market demands, value chain, source of growth
- Confidence to handle significant amount of responsibility and accountability early in your career
- Leadership skills are strongly valued
- Professional level of computer literacy is a requirement
- Candidates should be willing to travel and be flexible to work extended hours from time to time
- Candidate should be willing to relocate to other cities for placement in Sales Job
- Adaptable to local/international business needs

Application and Contact Person:

Mr. Tiger Peng

Email: tpeng@dow.com (Receive CV)

Application link:

<https://corporate.dow.com/en-us/careers/jobs/position?jobID=R2013292>

Dow Corporate Early Career Student Page:

<https://corporate.dow.com/en-us/careers/students.html>

Join Dow Talent Community:

<https://corporate.dow.com/en-us/careers/talent-community.html>

About Dow

Dow (NYSE: DOW) combines global breadth, asset integration and scale, focused innovation and leading business positions to achieve profitable growth. The Company's ambition is to become the most innovative, customer centric, inclusive and sustainable materials science company. Dow's portfolio of plastics, industrial intermediates, coatings and silicones businesses delivers a broad range of differentiated science-based products and solutions for its customers in high-growth market segments, such as packaging, infrastructure and consumer care. Dow operates 109 manufacturing sites in 31 countries and employs approximately 36,500 people. Dow delivered sales of approximately \$43 billion in 2019. References to Dow or the Company mean Dow Inc. and its subsidiaries. For more information, please visit www.dow.com or follow @DowNewsroom on Twitter.



商务发展计划

职位介绍:

商务发展计划是为所有有志于在商务领域有所发展的优秀应届毕业生提供的一个振奋人心的职业发展机会！旨在通过该计划培养出合格的客户经理，管理相关业务及客户关系。

该计划是专为应届毕业生所设计的为期一年的轮岗计划，提供专业的培训以及实用的工作技能，以培养他们的能力，最大限度的发挥潜能，发展他们在陶氏的事业。该发展计划已被公认为业界同类培训计划中最好的项目之一。

该发展计划包括:

- 陶氏的综合技能和一流的销售技巧培训。入选的员工将有机会参加专业的培训，以培养客户管理能力，并且熟悉自己业务范围和市场技术知识。
- 获得销售、市场和客户服务的实际工作经验。
- 有机会参与不同的项目，熟悉业务资源，开展销售工作，为陶氏寻找业务增长的机会。
- 和资深销售技术人员一同拜访客户。
- 与陶氏的资深员工建立交流网络，建立导师机制。

工作地点:

- 台北

职业机会:

为期一年的轮岗培训和实际商务经验为毕业生成长为服务于陶氏全球业务的专业客户经理打下坚实基础。客户经理是指在商务部门从事销售工作，负责管理客户关系。

我们寻找的人才是...

拥有以下资质的 2021 年应届毕业生或 1-2 年左右全职工作经验:

- **专业要求：化学、化学工程、高分子材料、材料学**等化工类教育背景
- 对销售工作充满热情
- 热爱多样化的工作
- 具备出色的沟通能力
- 能独立自主地进行工作规划，并达到目标
- 有高度责任感
- 愿意出差
- 愿意到其他城市工作

职位申请联系人:

Mr. Tiger Peng

Email: tpeng@dow.com (接收应聘或推荐简历)

申请链接:

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