

JOB DESCRIPTION

Position: Cosmetics Business Unit Director

- Unit: Cosmetics
- Location: Ho Chi Minh City
- Report to: CEO

Being founded on industrial expertise and a marketing mindset, since 2003, GroupG Asia Pacific has set the mission of creating high-quality care products for life. Based on the fundamental philosophy of supplying specialty ingredients to food, cosmetics, and pharmaceutical manufacturers in Asia, we have taken on the challenge of pursuing a comprehensive solution model with innovation at its core.

Along with the development of society, humans seek values beyond consumption, which is “Living a happier and healthier life” through the improvement of food, lifestyle, healthcare, and environment. For this goal, a one-way supply chain that starts from raw materials, manufacturing, to consumption is no longer enough. Instead, it is a more flexible and multi-dimensional value connection to take full advantage of all partners. GroupG Asia Pacific, therefore, believes in the philosophy: **Creative Partnerships and Innovative Solutions** are the keys that enable us to create **Shared Values**.

We are looking for this very important position to become part of our professional innovative and dynamic group.

Key Responsibilities

1. Strategic Leadership:

- Collaborate with senior management to develop strategic plans and initiatives to achieve business objectives
- Provide visionary leadership to achieve long-term business objectives and targets.
- Analyzing market trends, competitor activities, and consumer insights to identify growth opportunities and areas for improvement.

2. Sales and Marketing

- Develop sales and marketing strategies to promote products and maximize revenue generation.
- Collaborate with the sales and marketing teams to implement promotional campaigns, pricing strategies, and distribution channels.

3. Financial Management:

- Manage the budget for the business unit, ensuring that financial resources are allocated effectively to support key initiatives

- Monitor financial performance, analyze variances, and implement corrective actions as needed to optimize profitability.

4. Team Leadership:

- Provide mentorship, guidance, and professional development opportunities to team members.
- Foster a culture of collaboration, innovation, and continuous improvement. Set performance goals, provide feedback, and support professional development initiatives.

5. Risk Management

- Identify potential risks and challenges facing the business unit, and develop risk mitigation strategies to minimize impact.
- Monitor industry trends and regulatory developments to anticipate potential risks and opportunities.

6. Relationship Management:

- Build and maintain relationships with key stakeholders including customers, suppliers, regulatory agencies, and industry associations.
- Collaborate with external partners to drive business growth and enhance the company's reputation.

Qualifications

- Bachelor's degree in Cosmetic Chemistry, Analytical Chemistry, Biochemistry, Chemical Engineering, International Business, Marketing, Business Management, or related field (Master's degree preferred).
- In-depth knowledge of the cosmetics and pharmaceutical industry.
- Strong strategic planning and business development skills.
- Excellent leadership, communication, and interpersonal abilities.
- Demonstrated ability to drive financial success and achieve business targets.
- Good communication in English and Vietnamese

If you would like to apply for the job, send your resume and cover letter to pnc@groupg.com.sg