

Young chemists in European industries: opportunities and challenges

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We are going to talk about:

- 1. how many things can a chemist do?**
- 2. useful links for jobs**
- 3. a few Dos and Donts when you look for a job**
- 4. your questions**

how many things can a
chemist do?

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A SHORT
INTRODUCTION
TO THE
EUROPEAN
CHEMICAL
INDUSTRY

The European chemical industry is a European manufacturing success story. It is a wealth generating sector of the economy and a valuable part of Europe's economic infrastructure, but its future success cannot be taken for granted.

Industrial production of chemical began in Europe over 150 years ago. Since then the industry has grown, and it produces the huge range of substances used in,

economy. Our products are used in making 95% of all goods. The industry currently comprises approximately 29,000 companies, employing roughly 1.2 million people directly and a further 3-4 million people indirectly, generating a turnover of over €500bn and net exports of nearly €50bn.

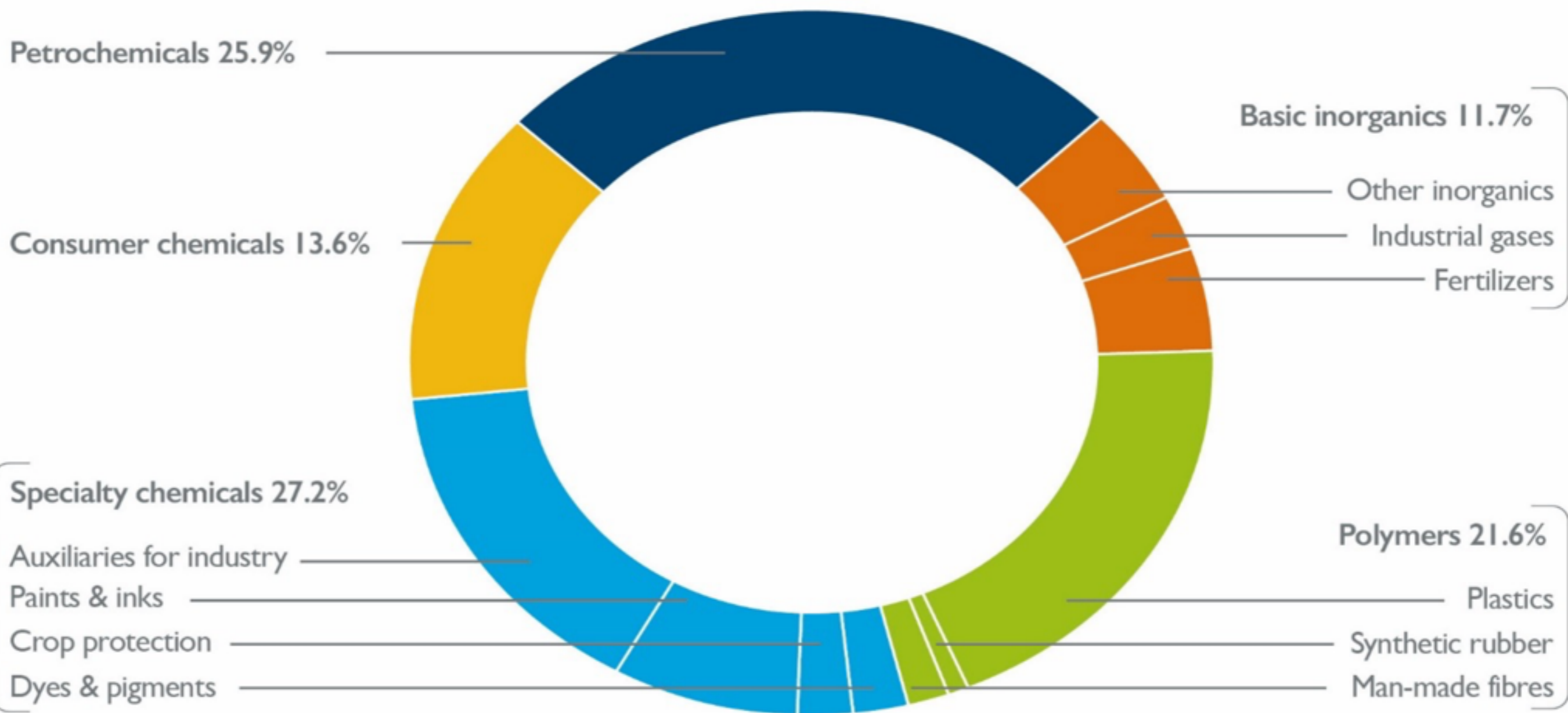
put the EU industry under increasing pressure from international competition. If this loss of competitiveness is not addressed the EU risks becoming an increasingly high cost region with little if any growth and accelerating industrial decline.

29.000

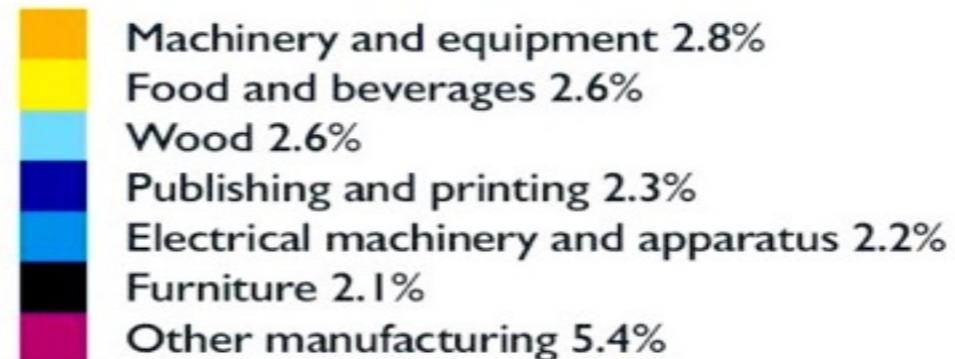
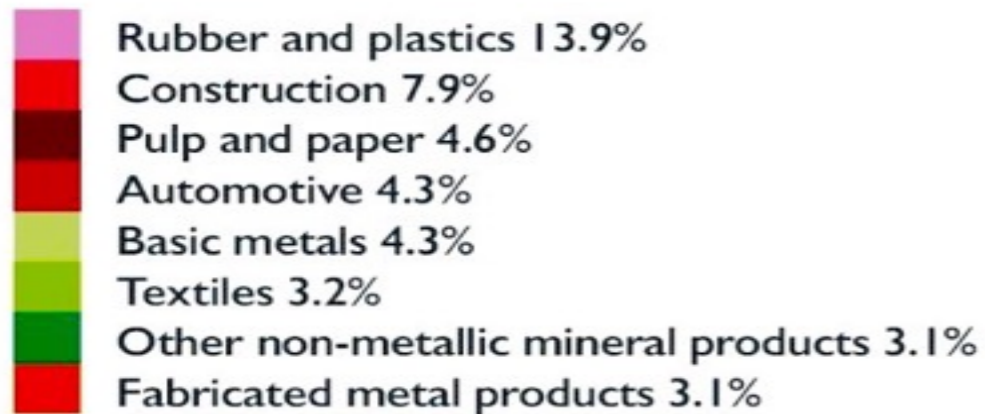
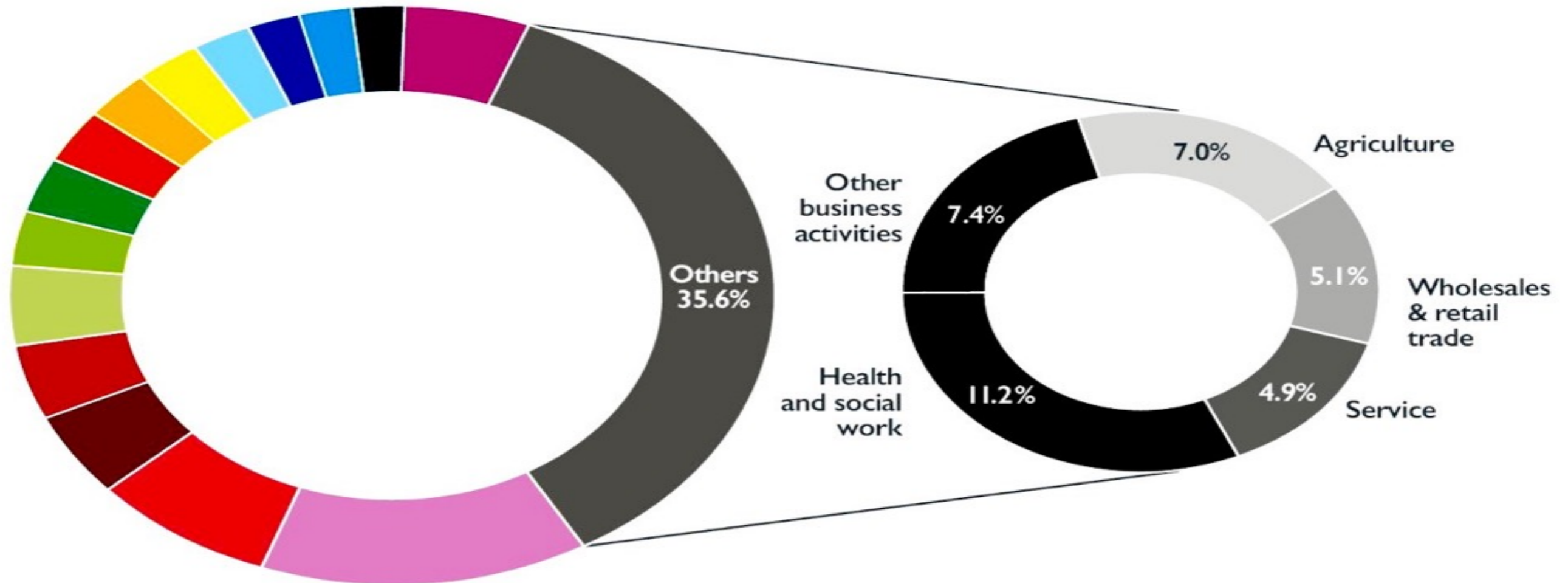
chemical companies

5 Million
chemists

The chemical industry: EU chemical sectors



The chemical industry: EU customer sectors



some more suggestions

general business sectors where a chemist can work today

Basic raws (petro and oleochemicals, refineries, mines and minerals, agro chemicals, etc)

Fine chemicals (refinery, purification, extraction, synthesis, etc)

Applied chemicals (pharma, plastics, paintings and coatings, textile, agriculture, paper, constructions, electronics, energy, consumers goods in general like detergents or personal care or food, environment, etc)

Analytical and generally Instruments, technology, engineering

Distribution and consultancy

Discovery

Regulation in general, IP, and environmental care

Governative bodies

— Note: this is just a comprehensive general list of sectors (definitions can vary, some sectors might be still missing, and classes may broadly overlap)

A company is like a family



A company structure is like a family

- You need somebody who goes out to get the money to live (**sales**)
- Somebody who prepares the daily food in the kitchen well (**operations or productions or supply chain or quality**)
- Somebody who gives the idea of what would be better to eat today and tomorrow to live healthy (**marketing and strategy**)
- Somebody who manages to give the right recipe to produce that food (**R&D**)
- Somebody who buys the ingredients (**buyers or procurement**)
- Somebody who cares that we do things right and protect us from bad friends (**legals, regulatory, attorneys**)
- Somebody who manages the family with care, like a mum (**human resources**)
- Somebody who manages our wealth to be sustainable and profitable (**finance** - *less relevant for a Chemist career*)

Company functions in a nutshell: to read at home

- **Sales** are the face of the company outside and cultivate the “art” of managing the relationships with customers to win their confidence. Usually a sales person is responsible for some regional areas (Area Sales Manager) and/or for some customers/accounts (Key Accounts Managers). They “own” the customers
- **Supply chain, operations, engineering, logistics, quality, packaging** are the operative pumping heart of the company. They make sure that what has been sold outside can be produced and delivered accordingly to standard specifications and agreed delivery timing, with the right technology. They “own” the production plants, the quality labs and the supply logistic plans.
- **Marketing and strategy** are the brain of the company. They study the market development to search for the best development of the business in which the company decides to operate, and they propose to the board of management the strategic plans to be successful and business sustainable tomorrow. They eventually can be operative in some specific product areas (Product Managers) or can be responsible of the advertisement strategy of the products (Trade Marketing and Consumer Marketing). They “own” the market know-how
- **R&D and technical services** are the recipes experts and develop new products along with the strategy set up by Marketing. They also study what can be technically innovative which can serve Marketing to look for new business opportunities. They “own” the formula and product and application know-how
- **Buyers or Procurement** procure and buy all is needed to produce the product of the company. They must know very well the market and sales projections of the industry where the company sells (to buy the right amount of “base materials”) and they must know very well the market of the “base materials”, to secure them at convenient price and in the long term. They “own” the suppliers and their market.
- **Legals, regulatory, patent attorneys** represent the legal internal consultants to make sure the company moves ahead doing things accordingly to existing regulations in every field, and also is protected by any external illegal challenge. Regulatory Managers in particular works with product legislation in the market and regions of sales, and Patent Attorneys protect the Intellectual Property of the company. They “own” the legal know-how of the environment in which the company acts.
- **Human resources** are/should be “the Mum and the Father” of the employees, called also Business Partners. They attract and search for new talents (Talent Acquisition / Recruiting Managers), they make sure the contracts are set up and well fulfilled by the Employer and the Employee, they often manage the relationships with the Unions of Employees, they make sure there is a continuous training system to keep high the level of the professional education in the company, and last but not least, they create and deploy together with the board of management the Company Culture and Values. They “own” the “People”

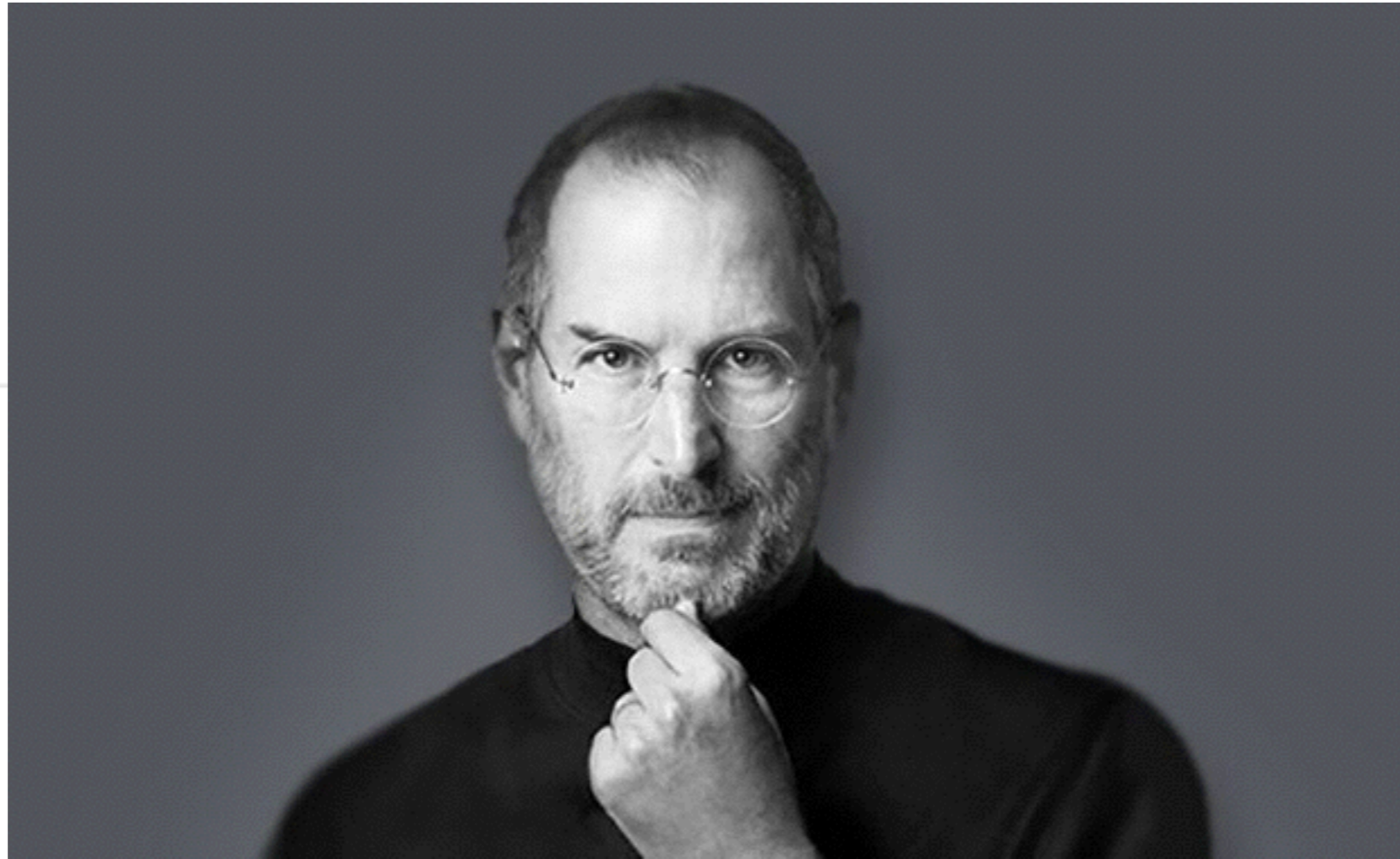
useful links for job search

How to use job searching tools: to find who does what

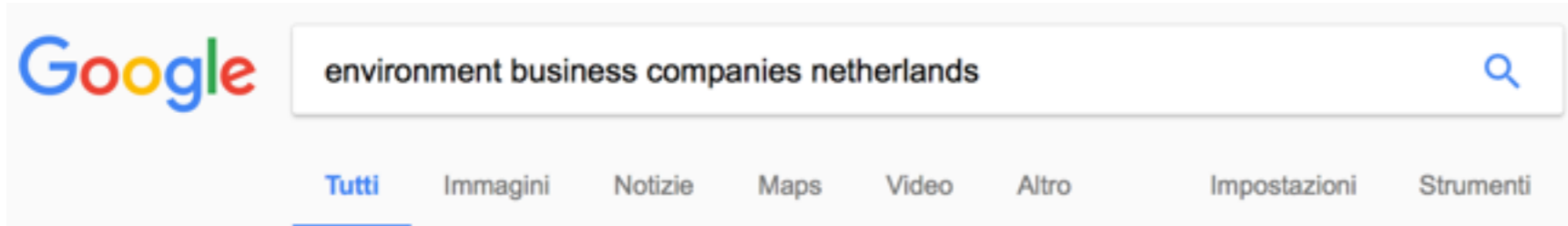
- Search engines (just type good queries!)
- Company websites
- Industrial associations (EU: CEFIC, AISE, EFPIA, EPCA, FoodDrinkEurope)
- Regulatory bodies (ECHA, DG Sanco, DG Industry...)
- Financial papers
- Head Hunting websites or Professional Socials

Google

jobs



Search engines (just type good queries!)



Circa 138.000.000 risultati (0,58 secondi)

[Environmental Industry Companies and Suppliers in Netherlands ...](#)

<https://www.environmental-expert.com/companies/location-neth...> ▼ Traduci questa pagina

The innovative AERZEN machine technology benefits from experiences of 150 years company history. The entire product range comprising rotary lobe compressors, positive displacement blowers, turbo blowers, screw compressors and rotary piston gas meters. AERZEN ... Office in Duiven, NETHERLANDS. Metrohm AG.

[Environmental Protection Jobs in The Netherlands - Together Abroad](#)

<https://www.togetherabroad.nl/environmental-protection-jobs-n...> ▼ Traduci questa pagina

211 jobs - Junior Product Insight Analyst (Customer Service) - Vacature. The Sony Belgium branch of Sony Europe hosts a variety of support divisions, one of which being the Service, Quality and Environmental (SQE) division. Within SQE, the Business Intelligence team... Published: 2 days ago. Reference:#TO87790 ...

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[The Netherlands: Best Countries for Business | Netherlands Economy](#)

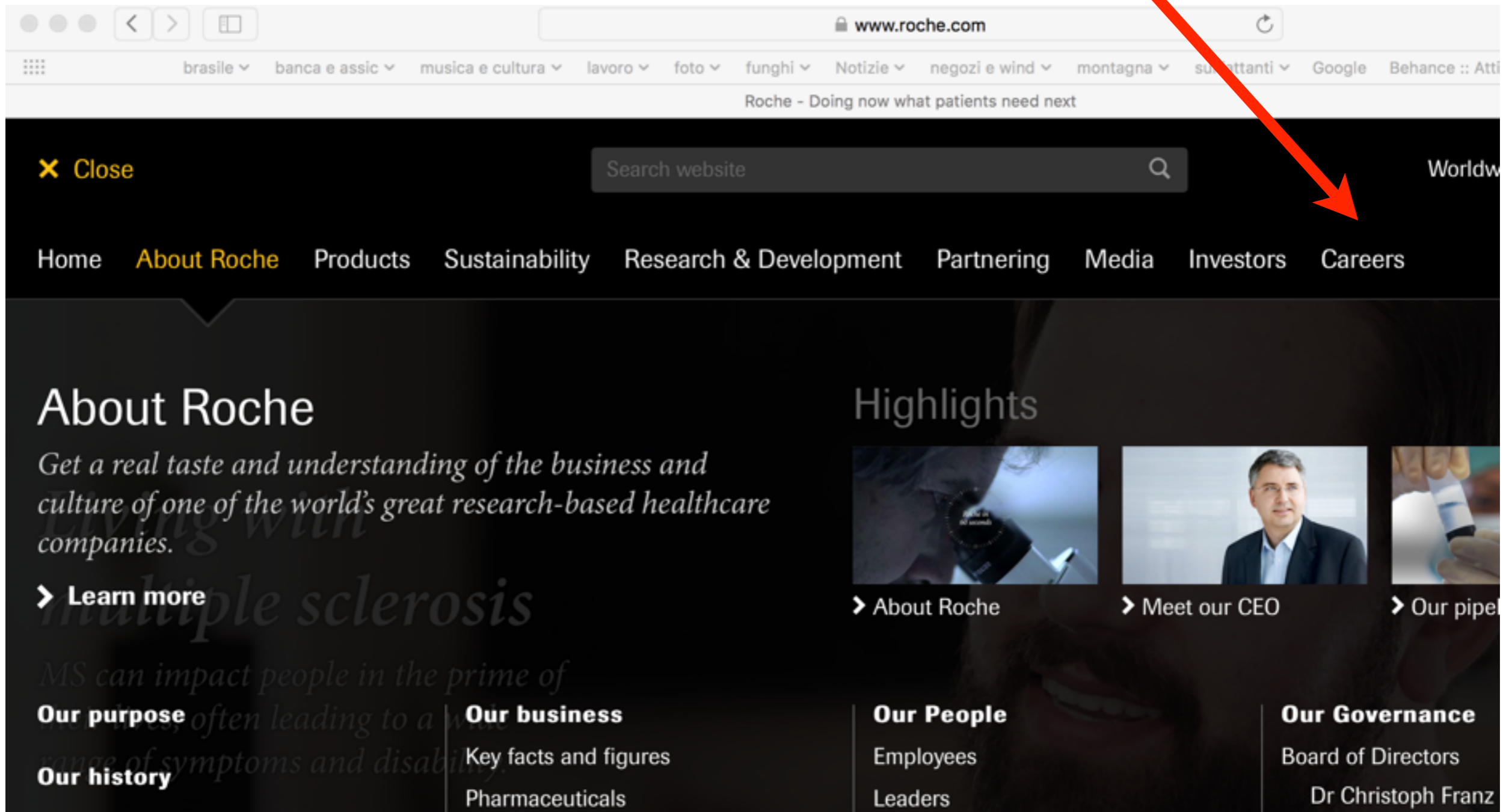
<https://investinholland.com/economic-overview/> ▼ Traduci questa pagina

Learn why the Netherlands is Europe's best country for business—for small to mid-sized companies and Fortune 500 leaders alike.

[Environmental Consultant Jobs in Netherlands | Glassdoor](#)

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Company Websites



The image shows a screenshot of the Roche website homepage. A red arrow points from the title 'Company Websites' to the 'Careers' link in the navigation menu. The website features a dark header with a search bar and a navigation menu. The main content area includes a 'Highlights' section with three video thumbnails and a grid of links for 'Our purpose', 'Our history', 'Our business', 'Our People', and 'Our Governance'.

www.roche.com

brasilie ▾ banca e assic ▾ musica e cultura ▾ lavoro ▾ foto ▾ funghi ▾ Notizie ▾ negozi e wind ▾ montagna ▾ su ▾ ttanti ▾ Google Behance :: Atti

Roche - Doing now what patients need next

Close Search website Worldw

Home About Roche Products Sustainability Research & Development Partnering Media Investors Careers

About Roche

Get a real taste and understanding of the business and culture of one of the world's great research-based healthcare companies.

Learn more

Highlights

- About Roche
- Meet our CEO
- Our pipeline

Our purpose	Our business	Our People	Our Governance
Our history	Key facts and figures Pharmaceuticals	Employees Leaders	Board of Directors Dr Christoph Franz

Industrial associations



[About Us](#) ▾ [Our members](#) ▲ [Our Priorities](#)

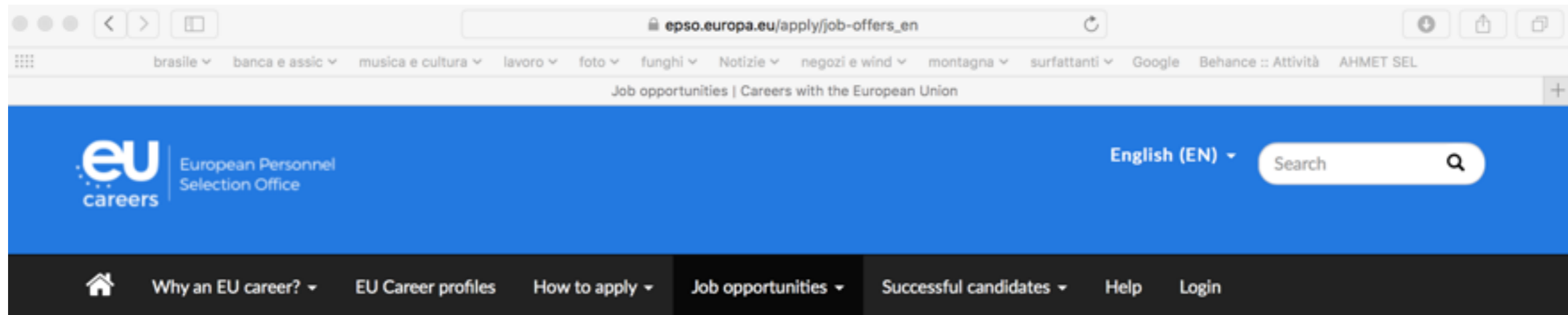
[About us](#) > [Members](#)

Members

CARGILL 	GBfoods 	McCain 	
COCA-COLA 	GENERAL MILLS 	Mondelez International 	TATE & LYLE
DANONE 	HEINZ 	NESTLÉ 	ÜLKER
DSM 	KELLOGG 	PEPSICO 	UNILEVER
DUPONT 	Kerry Group 	ROQUETTE 	
FERRERO 	MARS 	SÜDZUCKER 	

National Federations
European Sectors
Companies

Regulatory and Governmental bodies



Job opportunities

Looking for a job with the EU institutions or agencies?

Search our database of available job opportunities for permanent and temporary positions, including contract agent posts, traineeships and secondments.

Selection procedures for temporary staff are generally organised by the [institutions](#) and [agencies](#) themselves, rather than by EPSO. We also advise you to regularly visit the website of your favourite organisation(s) if you are interested in working with them.

Please note that not all available vacancies are displayed on this site and some positions may only be open to successful candidates of Contract Agent Selection (CAST) procedures.

Keyword(s)

Type of contract

Grade

Institution/Agency

Location(s)



Job title	Grade	Location(s)	Institution/Agency	Type of contract	Deadline
Procurement Specialist	FG III	Stockholm (Sweden)	(ECDC) European Centre for Disease Prevention and	Contract staff	18/01/2018 -

Financial Papers



sole24ore industria chimica

Tutti

Notizie

Immagini

Maps

Video

Circa 62.300 risultati (0,48 secondi)

La sfida della sostenibilità per il futuro

www.ilsole24ore.com/art/.../la-sfida-sostenibilita-i
28 ott 2017 - Che ce ne accorgiamo o no, la chimica ha la sua presenza dietro le quinte, ma diffusa che, secondo un'indagine della Commissione europea delle industrie chimiche), Hariolf Kottmann, direttore generale di Ict, ha parlato di transizione verso ...

Nell'alimentare la richiesta è di 49mila addetti, nel tessile 47.500, nel chimico 5mila, nell'Ict 77mila. In questi ultimi due settori, vale a dire chimico e Ict, la quota di laureati è piuttosto alta. «Ma anche qui molti posti – aggiunge Brugnoli – rischiano di rimanere scoperti. Questo perché ci sono pochi laureati Stem, ossia in Scienze, tecnologia, ingegneria e matematica. Ciò penalizza le imprese, e molto spesso favorisce la disoccupazione. Di qui la necessità di informare famiglie e studenti, e cambiare rotta: vanno valorizzati gli Its, gli Istituti tecnici superiori (nella legge di Bilancio è stato trovato un accordo per un ulteriore finanziamento pari a 65 milioni di euro nel triennio, ndr) e le lauree industriali manifatturiere legate proprio a queste super scuole tecniche, post diploma».

L'industria cerca 272mila addetti ma tecnici e laureati ... - Il Sole 24 Ore

www.ilsole24ore.com/.../l-industria-cerca-272mila-addetti--ma-tecnici-e-laureati-non-... ▼

30 nov 2017 - Sulla formazione, la manifattura italiana lancia un urlo alla Edvard Munch. Nei prossimi cinque anni nei settori chiave della meccanica, della chimica, del tessile, dell'alimentare e dell'Ict le imprese avranno bisogno di qualcosa come 272mila addetti con oltre il 60% di periti e laureati tecnico-scientifici, ...

Head Hunting websites or Professional Socials



3. A few Dos and Donts when you look for a job

Are you looking for a job?

keep in mind: it is all about
YOU

what would you like to do?

Golden rule: Every CV and application letter **must** be different

Because every company, every post, every region, every industry sector is different!

AND...

be aware that sending a wrong application might mean that you will be never able anymore to apply there

Your Application

- has to be a **UNIQUE** letter for EACH company
- has to be **addressed** to a specific person (by name) possibly
- has to address the requirements of a specific industry, company, **job description**
- has to be **complete but simple**
- has to say **why you want the job**
- has to say why you think **you are the right one**
- has to be *polite, clear, simple, passionate, enthusiast, energetic, stimulating, entrepreneurial.*

do NOT rush

take your time

to study the right company, the
right job, to review all your
application pack carefully

Good Luck

if you need help for free, write to me!!!!

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