

Marketing & Sales

Commercial Development Program – Wiesbaden, Germany

DOW's Commercial Development Program (CDP) is a long-standing leadership training program for aspiring Sales and Marketing candidates. Every day, Dow Customer Managers make significant contributions toward achieving Dow's vision of becoming the most Inclusive, Sustainable, Customer-centric and Innovative Material Science company. A career with Dow's Sales & Marketing organization promises to be rewarding and filled with experiences that will continue to challenge and grow your personal and professional skill set.

Customer managers at Dow serve as "solution consultants" to Dow's global customer base. They work closely with current and future customers to better understand their business needs and goals. A successful customer manager leads a cross functional team to discover and recommend solutions creating value for both our customers, and for Dow.

Dow customer managers work in a business-to-business (B2B) sales environment. Communication occurs at all levels within the customer organizations: executive decision makers, application development, manufacturing, marketing, and purchasing. Customer managers both cultivate and grow existing relationships and implement development strategies with new customer organizations. They orchestrate Dow's internal customer focused team on behalf of their customers.

Successful Customer Managers at Dow can be described as:

- Passionate for discovering and understanding the needs/goals of our customers and offering solutions based upon those needs.
- Enjoy a high degree of people interaction, interfacing with a wide range of roles and job levels both externally and within Dow.
- Seek a fast paced and dynamic work environment with the ability to work independently (virtual office) and within business teams to develop your own strategy to achieve goals and desire significant responsibility early in your career.

Dow's Commercial Development Program offers a structured program designed for new college graduates. Our program sets you up for success as you enter the business world. You will participate in a variety of experiences designed to build skills and familiarize you with the resources you will be managing on behalf of Dow's customers, as well as the unique opportunity to engage with senior leaders across the company.

Minimum Requirements:

- **A Bachelor's Degree in Business or Engineering.**
- Core Competencies of a successful candidate include initiative, interpersonal effectiveness, leadership, communication skills, and the ability to problem solve with and through other people in complex situations
- Fluent English and German language

[Apply now](#)