

Technical Business Development Manager Next-gen. refrigerant gas

Daikin is committed to good corporate citizenship, providing new employment opportunities at our various sites. The company also makes every effort to contribute materially to the well-being of all aspects of the communities in which we work and live.

Supervisory Responsibility:

This position at the start does not have direct reports. However, as the business development activities intensify, it is foreseen that a team will be developed under the guidance of the Technical Business Development Manager, Next-gen. refrigerant gas (TBDM).

Summary / Objective:

The primary role of the Technical Business Development Manager Next-gen. refrigerant gas is to bridge the gap between the complex customer needs and technical solutions in the refrigerants market, with the goal to establish Daikin's new generation of refrigerant blends as the industry standard in the selected applications.

This position requires the ability to effectively engage with both internal and external stakeholders, whether they are technically or commercially focused. This includes representing the technical aspects of our existing and potential solutions both in direct customer contact and at the relevant industry platforms; identifying the suitable solution for each application; as well as generating and managing a pipeline of prospects.

The role also requires the ability to understand, analyze, and benchmark the performance and feasibility of competitive products and offerings.

Additionally, it necessitates the ability to utilize and follow processes such as Design of Experiments (DOE), Design Stage Gate Review, and all safety procedures.

Qualifications:

- Preferable an advanced degree in Chemistry, Physical Chemistry, Physics, Material Science, or Engineering – or a Bachelor's degree coupled with five or more years relevant experience.
- Seven years (or more) experience with refrigerants (or other technical gases) is preferred.
- Must be in current position minimum of 6 months.

Knowledge, Skills, and Abilities:

- This position requires up to 40% travel to domestic locations and occasionally international travel in support of customers and support communication across Daikin groups.
- Provide early-stage technical input on new business opportunities and determine technical feasibility (develop value propositions attractive to customers).
- Conceive, document, and communicate value-creating, innovative, new products or product modifications. Proactively explore new technical ideas and use customer input to aid development of new products. Protect with IP (intellectual property) when possible.
- Design and coordinate Research and Development activities supporting the introduction of new products for both current and new market applications.
- Establish close working relationships with internal and external stakeholders, including technical and commercially based team members.
- Create development plans including project deliverables, milestones, and budget; report progress to both regional and global leadership as requested.

- Assisting manufacturing as needed, including reliable scale-up of new products, optimization of existing products, and improvement of our quality and yields.
- The ability to prepare capital proposals and budgets as required.
- Ability to work across Japanese American and other international cultural lines.

Physical Demands:

- The role requires the ability to work within a chemistry and/or mechanical laboratory environment and navigate the associated challenges.
- The position also involves approximately 40% travel, both domestic and international.

Essential Functions:

- Prompt, regular, and dependable attendance is an essential function of this job.
- Regular, frequent presence in our Orangeburg office is required to exchange with Business Management.
- The primary role of the position is to develop a Value Proposition for our products in the selected applications, and to disseminate it through the appropriate channels to increase the market acceptance of the products. This includes aspects such:
 - Define and implement test programs to prove the competitive advantage and feasibility of our products in the different applications.
 - Generate and develop prospects through promotion, solution matching and support of customer evaluation activities.
 - Identify the right platforms and channels for the promotion, evaluation, advocacy and standardization of the products in the region. Join such platforms and represent the company and the products.
- Refine, confirm and implement the regional strategy in dialogue with the Global PM. Bring customer feedback into the strategic dialogue.
- Support the project leadership in Japan in developing the future business scheme: establish partnerships, supply chain processes, assess costs and profitability.
- Additional assignments as deemed necessary by management.

Position: Exempt – Resume Required for Consideration

This posting will expire internally on October 19, 2026.

Daikin America, Inc., the world's foremost developer and manufacturer of fluorochemical products, has exceptional opportunities for dynamic, collaborative individuals who share our values and beliefs in Safety, Environment, and Quality. Daikin America's excellent compensation and benefit structure provides health and medical insurance (including dental and vision), paid vacation and holidays, retirement plan, and bonus eligibility.

Daikin America, Inc. is an equal opportunity employer.

Job Type: Full-time