



## Job Posting

<b>Job Title:</b>	Analytical Account Manager- Adhesives (Chemical segment)
<b>Location:</b>	Jacksonville, FL - US
<b>Employment Status:</b>	Full-time
<b>Reports To:</b>	This position will report to the North America Sales Manager - Adhesives.
<b>Travel (%):</b>	< 10%
<b><u>Major Roles &amp; Responsibilities</u></b>	<p>Kraton Corporation is looking to hire a new member of our Adhesives sales team. The Analytical Account Manager will manage the assigned customer and sales territory for growth, aligned with company and business line strategy, by improving position with existing customers and delivering new customers. The Analytical Account Manager will also work on lead generation/vetting, assist in sales call preparation with sales team, and generate reports and analysis to increase sales opportunities.</p> <p><b><u>Major Roles &amp; Responsibilities:</u></b></p> <ul style="list-style-type: none"><li>• Review cases and manage customer communication</li><li>• Articulate customer needs and apply resources to address the needs</li><li>• Meet monthly and annual revenue and volume objectives, define territory forecasts and develop relationships across the customer portfolio</li><li>• Build analytics for business justification</li><li>• Grow sales, optimize pricing, define value in use and implement tactics to achieve optimum value</li><li>• Develop, and report into the business with regard to, functional account plans, utilizing knowledge of customer practices/policies and business strategies that are designed to gain increased sales, market share and ultimately 'preferred supplier' status</li><li>• Develop and maintain excellent contacts and relationships to maximize knowledge of customers' strategies and future business plans, along with current industry trends</li><li>• Manage contract routing</li></ul> <p><i>The statements above are intended to describe the general nature and level of work performed by employees assigned to this classification. Statements are not intended to be construed as an exhaustive list of all duties, responsibilities and skills required for this position.</i></p>
<b><u>Skills and Experience</u></b>	<p><i>Required</i></p> <ul style="list-style-type: none"><li>• Bachelor's degree in Business, Marketing or Finance from an accredited college or university</li><li>• Minimum two (2) years sales experience, preferably in chemical sales</li><li>• Strong Microsoft Office skills, including Excel and PowerPoint</li><li>• Working knowledge of CRM systems, preferably MS Dynamics</li><li>• Strong analytical skills</li><li>• Ability and desire to succeed in a sales environment</li></ul>
<b><u>How to Apply</u></b>	Submit your resume to <a href="mailto:jobs@kraton.com">jobs@kraton.com</a>