



<b>Job Title:</b>	Inside Sales Representative
<b>Location:</b>	Houston, TX
<b>Employment Status:</b>	Full Time
<b>Reports To:</b>	Regional Sales Director
<b>Travel (%):</b>	< 10 %

<p><b><u>Major Roles &amp; Responsibilities</u></b></p>	<p>Kraton is looking to hire a new member of our Sales team in Houston, TX.</p> <p><b><u>Major Roles &amp; Responsibilities:</u></b></p> <ul style="list-style-type: none"> <li>• Manage 25-30 lower touch Customers - with light travel.</li> <li>• Lead generation /vetting.</li> <li>• Assist in Sales Call Prep with Sales Team.</li> <li>• Create ad hoc reports needed for customers by account manager.</li> <li>• Build analytics for business justification.</li> <li>• Assist Sales Team in building and managing the global account quote letters.</li> <li>• Assist in building presentations /managing routing process &amp; organizing approved slides data base.</li> <li>• Manage contract routing.</li> <li>• Run sales reports that cannot be automated through BI.</li> <li>• Manage rebates – regular reports on where customers are trending- ensuring accruals are in place, etc.</li> <li>• Communicate “off-spec” sales opportunities and “close to aged” data for opportunistic sales.</li> <li>• Enter and manage customer requests for Regulatory info, CoAs, Spec Sheets , surveys, etc.</li> <li>• Build OTIF reports where needed.</li> <li>• Help with Master Data to keep sales data clean.</li> <li>• Assist in entering prices into the system – and sending out letters to the customer</li> <li>• Enter sample requests.</li> <li>• Review cases and manage the communication to the customer.</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> <p><i>Kraton’s internal talent acquisition team manages our recruiting efforts and from time to time works with pre-selected/pre-approved external staffing agencies. We do NOT accept unsolicited resumes or candidate referrals from recruiters and/or agencies who are not pre-selected/pre-approved.</i></p>
<p><b><u>Skills and Experience</u></b></p>	<ul style="list-style-type: none"> <li>• Minimum Bachelor’s Degree in Finance, Marketing or Business</li> <li>• 0-1 (minimum) years of sales experience or a strong desire to move into a sales position.</li> <li>• Strong analytical skills and advanced understanding of how to manipulate date in Excel.</li> <li>• Strong presentation skills.</li> <li>• Strong organization and time management skills.</li> </ul>
<p><b><u>How to Apply</u></b></p>	<p>Submit your resume to <a href="mailto:jobs@kraton.com">jobs@kraton.com</a> .</p> <p>Your privacy is important to us. For information on how we handle your personal data, please review our applicable <a href="#">Privacy Statement</a></p>