

Job Title:	Manager, Sales & Market Development – Cariflex US
Location:	Houston, TX or Remote US
Employment Status:	Full time
Reports To:	This position will report to the VP, New Business Development
Travel (%):	50%
<u>Major Roles & Responsibilities</u>	<p>Kraton Corporation is looking to hire a new member of our Cariflex sales and marketing team.</p> <p><u>Major Roles & Responsibilities</u></p> <ul style="list-style-type: none"> • Prospect for new North American clients by networking, cold calling, advertising or other means of generating interest from potential clients. An important skill resides in the ability to plan persuasive approaches and pitches that will convince potential clients to initiate projects based on our products. • On need basis, negotiate and obtain internal approval for Confidential Disclosure Agreements (CDA's) with new or existing accounts. Actively manage the existing portfolio of CDA's and contracts. • Develop a relationship with new clients, and set targets for sales and provide support that will continually improve the relationship. • Grow and retain existing North American accounts by delivering top quality service. Where applicable, assist and support senior management in commercial contract negotiations. • Forecast sales targets for existing and new accounts, and ensures they are met. • Manage, support and grow business through our North American Distributor. • Set up meetings between client decision makers and Kraton's senior leaders. • Perform and report market analyses of specific rubber market segments, including value chain analysis, system cost analysis, competitive landscape etc. Understanding of the segment needs and drivers from the perspective of our customers mostly in the solid IR market in the US via customer, customer's customer interviews along with participation in the relevant industry groups and relationship with industry experts/consultants (market contact). • Translating valuable market opportunities into technical initiatives with accompanying customer validated and quantified value propositions, resulting in new products or existing products re-positioned. • Interface with the local North American manufacturing and supply teams, as representative of the Cariflex business team. <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>
<u>Skills and Experience</u>	<ul style="list-style-type: none"> • Bachelor's degree required, MBA with emphasis in business or marketing <i>preferred</i> • 5 years' experience in a technical or commercial role in the vulcanized rubber industry or 5 years' experience in a market development role is <i>highly preferred</i>. • Sales and negotiation skills. • Good knowledge of business and marketing principles (value chain analysis, system cost, profitability, competitive forces etc). • Ability to collaborate with technical staff and understand essential technical jargon necessary to comprehend customer needs and technical projects.
<u>How to Apply</u>	Submit your resume to jobs@kraton.com