



<b>Job Title:</b>	Market Development Manager
<b>Location:</b>	Singapore/Malaysia (Asia)
<b>Employment Status:</b>	
<b>Reports To:</b>	
<b>Travel (%):</b>	< 50 %

<p><b><u>Major Roles &amp; Responsibilities</u></b></p>	<p>Kraton is looking to hire a new member of our commercial team in Asia. The main purpose is to provide designated competitor analysis and understanding of new product opportunities, in coordination with either commercial, R&amp;D, or marketing teams.</p> <p><b><u>Major Roles &amp; Responsibilities</u></b></p> <ul style="list-style-type: none"> <li>• Provide the necessary sales analysis of customer business needed to better understand the changes which are required to meet expected goals.</li> <li>• Develop and determine innovation opportunities for new product technology or new market opportunities or new customer portfolio opportunities.</li> <li>• Provide and develop new market assessments, in coordination with marketing team.</li> <li>• Coordinates with the internal teams (Customer Service / Fulfillment, Quality, Supply Chain, Manufacturing, and others) to manage and coordinate particular commercial issues / needs for new market development opportunities. Analyzes new customer development, initial sales, pricing, and forecasting for all new potential rollout opportunities.</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>• Bachelors' degree (or equivalent) required</li> <li>• Approximately ten years' sales and/or management experience – essential or demonstrated capability as noted above</li> <li>• Industry knowledge in particular specialty / region</li> <li>• Experience in cultivating new customer and new product technology innovation.</li> <li>• Ability to work in ambiguity to determine new technology, new customers, or improved technology with an existing customer</li> <li>• Demonstrated ability to collaborate through multiple functions to bring product to market</li> <li>• Experience in multi-national applications of technology and customer issues</li> <li>• Demonstrated experience in developing and managing complex projects</li> </ul> <p><i>Preferred</i></p> <ul style="list-style-type: none"> <li>• Technical degree</li> <li>• Experience in R&amp;D and / or commercial excellence</li> </ul>
<p><b><u>How to Apply</u></b></p>	<p>Submit your resume to <a href="mailto:jobs-eu@kraton.com">jobs-eu@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>

