



<b>Job Title:</b>	Oilfield Market Analyst
<b>Location:</b>	Houston HQ (JFK), Texas
<b>Employment Status:</b>	Full time
<b>Reports To:</b>	This position will report to the VP, New Business Development
<b>Travel (%):</b>	< 30%
<b><u>Major Roles &amp; Responsibilities</u></b>	<p>Kraton Corporation is looking to hire a new member of our Corporate Strategic Marketing team. The Oilfield Market Analyst will be the owner of market analysis and marketing for oilfield chemicals segment.</p> <p><b><u>Major Roles &amp; Responsibilities</u></b></p> <ul style="list-style-type: none"><li>• Support the development of the strategy for the assigned segment;</li><li>• Demand and supply analysis;</li><li>• Provide price guidance including CRM pricing approvals to the sales team and ensure price setting mechanism is consistent with broader market trends;</li><li>• Define target markets and segmentation analysis;</li><li>• Analysis and definition of value proposition and analysis of current market alternatives / market prices both in-kind and non in-kind;</li><li>• Build and maintain the regional customer and competitive databases reflecting our understanding of the customer segmentation and our market share.</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>
<b><u>Skills and Experience</u></b>	<ul style="list-style-type: none"><li>• Bachelor's degree required, MBA in business or marketing preferred</li><li>• Experience with Oilfield Service Companies or Chemical Formulation suppliers to Oilfield industry preferred</li><li>• Ability to research and analyze market dynamics</li><li>• Excellent communication skills, verbal and written</li><li>• Ability to interact with Internal and External Customers</li><li>• 5+ years experience in Supply Chain, Marketing, Sales, or operations in the oilfield chemical industry is preferred</li><li>• Strong skills in understanding value creation, value propositions, differentiated value and marketing strategy</li></ul>
<b><u>How to Apply</u></b>	Submit your resume to <a href="mailto:jobs@kraton.com">jobs@kraton.com</a>