



Job Posting

Job Title:	Regional Product Manager
Location:	Jacksonville, Florida
Employment Status:	Full-time
Reports To:	Global Product Manager
Travel (%):	30 %

Major Roles & Responsibilities

Kraton is looking to hire a new member of our Commercial team in Jacksonville, Florida. The Regional Product Manager is the key link between the Commercial Team and other internal service groups, especially Supply Chain, Manufacturing, Customer Service, Regulatory, etc. ensuring that the detailed plans and tactics are implemented as intended and any problems are communicated, resolved and that the full organization has a line of sight to the customer. The position therefore has a direct and daily impact on business performance.

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- Maintain the product portfolio in line with the strategic intent of the business and ensure products and their specifications meet the needs of the market.
- Ensure the smooth introduction of new products into Kraton's system and to the market through execution of the launch plan. Work with IMPACT teams to determine asset allocation and packaging types for new products.
- Devise, manage and implement product and product line rationalization programs as determined by the strategy, working with all parties to ensure an optimal exit from the product (line)/ market segment concerned.
- Optimize the balance between raw materials and derivatives to maximize overall margins.
- Make allocation decisions in concert with the business; proactively review all contract inventory and obligations as input for planning and allocation decisions.
- Act as the margin steward for the product lines in collaboration with the Business leaders leveraging market intelligence to maximize global sales and product line profitability, and to achieve budget and growth targets.
- Actively participate in Sales & Operations Planning (S&OP) and act as the primary liaison between the business and operations.
- Maintain current specifications for all products, including maintenance and update of Product Data Sheets. When changes are required, liaise with all parties to ensure that the change is acceptable and implemented smoothly. Analyze customer requests for product specification, packaging or labelling to determine Kraton's capability to meet.
- Maintain active product lists for the region with their approvals to enhance global supply capability into the region, together with pareto charts per product line identifying best net back.
- Capture and interpret service level requirements for each market and work with customers to define mutual value added service improvements that lead to an improved value proposition for Kraton and higher competitive barriers.
- Develop service improvement programs in partnership with operations to meet the agreed needs at lowest cost.
- Ensure that the business rules support the strategic intent and provide clarity and guidance to their interpretation by exception.
- Provide business input during periods of unexpected manufacturing downtime to help devise contingency plans that ensure minimal impact on customer service levels.



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	<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">• Minimum 3 years of work experience in a global chemical organization• Work experience with multiple organizations / interaction with multiple organizations like S&OP, marketing, operations, regulatory and finance• Exposure to oleo-chemicals• Good financial mindset including analysis, forecasting process knowledge and planning• Bachelor's Degree in Finance, marketing or engineering (chemical). <p>Physical requirements involve primarily light work with sitting most of the time and may entail some lifting of weight up to 20 pounds, use of motor skills for keyboarding/typing, writing, and other similar activities, normal range of hearing, visual acuity and able to use computers and computer monitors/screens.</p>
<u>How to Apply</u>	<p>Submit your resume to jobs@kraton.com</p> <p>Your privacy is important to us. For information on how we handle your personal data, please review our applicable Privacy Statement</p>

COMPANY DESCRIPTION: USE FOR LinkedIn and other external job posting boards.

Kraton Corporation (NYSE: KRA) is a leading global producer of styrenic block copolymers, engineered polymers and chemicals derived from pine wood pulping co-products that are used to enhance the performance of end-use products that touch our daily lives. Through its Polymer segment, Kraton offers value-enhancing products that are used in a wide variety of applications including consumer and personal care items, adhesives and coatings, electronics, medical supplies, automotive components, polymer modification, compounding solutions, and paving and roofing materials. Through its Chemical segment, Kraton offers specialty chemicals that serve key adhesive, tire and road & construction end-use markets, as well as a broad range of end use applications served through its Chemical Intermediates business. Kraton offers its products to a diverse group of customers in over 70 countries worldwide.