



Job Title:	Sales Account Manager – Oilfield (Polymer segment)
Location:	Houston, TX
Employment Status:	Full-Time
Reports To:	This position will report to Market Development Manager - Oilfield
Travel (%):	< 50 %
<u>Major Roles & Responsibilities</u>	<p>Kraton is looking to hire a new member of our Oilfield sales and market team in our Houston, TX headquarters! The Sales Account Manager will be an integral part of the sales team and the sale for the Oilfield business in the US.</p> <p><u>Major Roles & Responsibilities:</u></p> <ul style="list-style-type: none">• Strong desire to be in sales• Identify and manage new accounts• Review cases and manage the communication to the customer• Articulate customer needs and apply resources to address the needs.• Meet monthly and annual revenue & volume objectives, defining territory forecasts and developing relationships across the customer portfolio.• Build analytics for business justification• Grow sales; optimize pricing; define value in use and implement tactics to achieve optimum value.• Develop & report into the business functional account plans, utilizing knowledge of customer practices/policies and business strategies that are designed to gain increased sales, market share and ultimately 'preferred supplier' status.• Develop and maintain excellent contacts and relationships to maximize Kraton's knowledge of customers' strategies and future business plans, along with current industry trends.• Manage contract routing <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 (preferably in a technical discipline or business)• Experience with technical support or technical sales with customer interaction• Strong problem solving and analytical skills• Strong Excel & PowerPoint skills; working knowledge of CRM systems (preferably MS Dynamics)• Experience within the Oilfield industry is a plus• Ability and desire to succeed in a sales environment
<u>How to Apply</u>	Submit your resume to jobs@kraton.com