



Job Title:	Sales Development Manager Automotive
Location:	Shanghai, China – Asia
Employment Status:	
Reports To:	Sales Leader - Polymer Asia (dotted line: Global Automotive Market Manager)
Travel (%):	< 50%

<p><u>Major Roles & Responsibilities</u></p>	<p>We are currently looking for a Sales Development Manager to support our Sales team in Shanghai. The main purpose of this role is to manage key development programs, drive innovation and translation and manage specific business/application development projects in the Automotive market, via collaboration with the global market development team and Research and Technical Services (RTS). This is a business unit specific position, and not a generalized position.</p> <p>Major Roles & Responsibilities:</p> <p><i>Market Development</i></p> <ul style="list-style-type: none"> • Develop/Support Pipeline to close business in new markets/applications (5Mio USD in 3 years) at targeted margins (CM 2Mio USD in 3 years) • Develop value based pricing / price segmentation recommendation to optimize profitability • Identify and assess automotive market and prospects for selling additional Kraton polymer. This includes selling price, volume, and customer buying criteria, market/business dynamics and entry strategies • Foster relationships & maintain customer satisfaction • Negotiate contractual rights & obligations • Proactively leverage relationships to obtain the Voice Of Customers, understand & articulate value propositions, and monitor the competitive landscape • Investigation, implementation and support of key cooperation / alliances / partnerships to strengthen development strategies • Maintain knowledge base of competitive dynamics (new & existing products, pricing, strategies, market share, etc.) with SWOT analysis • Support innovation strategies via new product implementation, translation of existing products and support of the idea generation process (IDEAS) for innovation volume <p><i>Project Management</i></p> <ul style="list-style-type: none"> • Lead and support innovation projects via support role for the platforms • Utilize skills to map new business projects and application development • Develop and maintain timeline for achieving critical milestones • Initiate and manage projects and developments through the stage gate process and drive completion of milestones per established timelines <p><i>Application Development</i></p> <ul style="list-style-type: none"> • Utilize specific technical expertise to translate innovations and differentiated products to commercial success • Interact with R&D and manufacturing organizations to facilitate success by communicating unmet needs in new applications • Communicate product quality needs to manufacturing and technical personnel <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><u>Skills and Experience</u></p>	<ul style="list-style-type: none"> • BS Chemical Engineering, business and/or Science • Significant work experience in Automotive Tier 1 and/or OEM organizations • Experience with practical use of value based pricing/selling methodology • Proven track record utilizing business development, application development, project management and push/pull marketing techniques • Knowledge / Experience with Automotive development process with success moving products from development to commercialization, namely with automotive interior related products with launch related experience • Knowledge/Experience in Automotive component manufacturing process, namely slush and/or injection molding with launch related experience • Contract negotiation experience including terms related to quality, liability and commercial related items • Externally focused mentality with significant customer focus and proven ability to influence both internal and external decision makers • Experience with intellectual property requirements and strategies regarding developments including support / lead of confidentiality agreements, JDA and implementation and/or support of patent work
<p><u>How to Apply</u></p>	<p>Submit your resume to jobs-eu@kraton.com</p>