

Job Title:	Sales Manager (Performance Products)
Location:	Germany
Employment Status:	
Reports To:	This position will report to the Director Sales
Travel (%):	< 50%
<u>Major Roles & Responsibilities</u>	<p>We are currently looking for a Sales Manager to support our commercial team in Germany. However, this position can also be located in our EU head office in Almere.</p> <p>The main purpose of this role is to manage a customer portfolio typically distributed over Germany and central Europe.</p> <p>Major Roles & Responsibilities:</p> <ul style="list-style-type: none"> • Support management of key regional accounts/strategic customers with the objective to develop skills for Key Account Management and ultimately take over responsibility. • Negotiate short, mid and long-term sales agreements in line with strategy. Execute sales across the market segments of Paving, Roofing and Advanced Materials. • Coordinate and collaborate with the internal teams (Research Technology Service, Demand Planning, Customer Service/Fulfilment, Quality, Supply Chain, Manufacturing, Product Stewardship & Compliance) to meet/solve needs/issues for Commercial. • Implement sales, account and pricing strategies in conjunction with appropriate leadership. • Define and understand customer needs and product value end use. • Demonstrate “commercial excellence” capabilities in managing growth and contribution margin across the portfolio. <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 (or equivalent) required • 2-4 years of experience in commercial roles • Ability to negotiate and close business to achieve an effective business outcome • Develop strong customer relationship skills - ability to both service the customer and push strategic direction of the company • Knowledge of USBC product portfolio and polymer processing, applied technologies for customers and ability to identify customer technical needs • Ability to work in a team environment and collaborate across multiple geographies and teams • Ability to exercise independent judgment in competitive pricing and selling skills • Language skills: German, English • Professional IT skills – preferably able to work with multiple systems (MS Office, Picaso, SFDC, ez Contracts) • Willingness to travel frequently
<u>How to Apply</u>	Submit your resume to jobs-eu@kraton.com .