

Job Title:	Sales Manager (Specialty Polymers)
Location:	Benelux / France (EU)
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 within our 'Specialty Polymers' segment, to support our commercial team in the Benelux and France.</p> <p>The overall purpose of this role is to grow sales across the market segments and value chains that Kraton serves. This position represents a good combination between Sales, and Business Development.</p> <p>Major Roles & Responsibilities:</p> <ul style="list-style-type: none"> • Provide necessary sales analysis of (potential) customers' business to better understand what is required to meet expected goals. • Develop and manage long-term customer relationships. • Coordinate with the internal teams (Customer Service/Fulfilment, Quality, Supply Chain, Manufacturing, and others) to meet/solve commercial needs/issues. • Formulate sales, account and pricing strategies in conjunction with appropriate leadership. Ensure that the strategies are properly implemented. • Define and understand customer needs and product value end use. • Coordinate and collaborate with marketing and product management teams to accomplish results across the commercial team. • 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"> • Bachelors' degree (or equivalent) required • At least 5 years of relevant commercial experience • Ability to influence others, negotiate and close business to achieve an effective business outcome • Ability to translate business knowledge into key steps for commercial growth • Ability to cultivate relationships with key customers across multiple decision-making levels • Strong customer relationship skills - ability to both service the customer and push strategic direction of the company • 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
<u>How to Apply</u>	Submit your resume to jobs-eu@kraton.com .