

Job Title:	Sales Manager – Adhesives (Polymers)
Location:	Shanghai City, China
Employment Status:	Full-Time
Reports To:	This position will report to the Sales Leader – Asia Pacific.
Travel (%):	<70%
<u>Major Roles & Responsibilities</u>	<p>Kraton is looking to hire a key member of our Sales Team in Shanghai, China. The Sales Manager - Adhesives is responsible for developing sales and market segments, through aggressively initiating contacts and promoting our product line generating sustainable earnings growth consistent with the business unit strategy.</p> <p><u>Major Roles & Responsibilities:</u></p> <ul style="list-style-type: none"> • Develop short and long-range forecasts for customers/markets and plans to achieve forecasts • Know and understand the cost and profit picture of the products • Recommend prices to optimize volume/price relationship to Kraton • Prioritize sales prospects and appropriate work to maximize value creation • Participate in the development of business unit strategic plans and develop customer strategies to maximize profitability • Communicate with and motivate others internally while developing account plans for targeted customers focused on fostering strong relationships with key customer contacts • Develop opportunities in China adhesives market to increase the sales by identifying and assessing markets and prospects • Work closely with manufacturing and research to communicate product and customer needs • Identify specific applications and products based on customer and market needs to be added to the product line • Provide direct input to research & development team to develop application performance data for targeted customers and market segments <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>
<u>Skills and Experience</u>	<p><i>Required</i></p> <ul style="list-style-type: none"> • Bachelor's degree in Polymer, material science or engineering • 10+ years of experience in technical sales or marketing in one of the related end use application markets i.e. adhesives, sealants and coatings, plastics industry • Business development, application development, project management, and pull-through marketing experience with proven track record <p><i>Preferred</i></p> <ul style="list-style-type: none"> • Experience working in adhesives formulators
<u>How to Apply</u>	Submit your resume to jobs@kraton.com