

Job Title:	Sales Manager – South India (Polymer segment)
Location:	Mumbai, India
Employment Status:	Full-Time
Reports To:	This position will report to Manager of Sales – India
Travel (%):	< 50 %
<u>Major Roles & Responsibilities</u>	<p>Kraton Corporation is looking to hire a key member of our Asia Pacific Sales Team. The Junior Sales Manager will develop sales in selected territories and market segments through aggressively initiating contacts and promoting our product line generating sustainable earnings growth consistent with the business unit strategy. The ideal candidate will be well versed in the chemical industry and the use of Sales Management tools in order to manage Sales revenues of up to 10 Million dollars.</p> <p><u>Major Roles & Responsibilities:</u></p> <ul style="list-style-type: none"> • Identify, assess and prioritize new prospects to generate sales growth, using Market Assessment and Value Selling principles to define and leverage value proposition leading to new sales under the guidance of Senior Sales Manager • Identify, understand and document customer, market and product technical trends, with a view of developing recommendations and driving new product and service development • Establish and maintain account plans, business relationships, contractual arrangements, supply planning and quality follow up leading to maximization of customer satisfaction and sales return for Kraton. • Provide continuous and accurate competitive intelligence through adequate internal communication channels • Communicate product quality improvement needs to manufacturing and technical personnel. Help quantify value to the company in making needed changes. • Direct inputs to Research & Development team to develop application performance data for targeted customers and market segments. • Develop customer strategies to maximize profitability. • Participate and help team to develop regional strategic plans. • Ability to manage accounts independently with minimal support which would require a high proficiency in documentation of sales reports, opportunities, market and product analysis, etc. <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"> • BS Engineering or Technical Degree in Polymer Science • Minimum of five years of commercial experience in the chemical industry • Experience launching new sales in the India Market • Excellent Communication, Presentation and Negotiation skills required • Knowledge of SAP, Salesforce and Inventory Management System Picaso • Self-starter Result Oriented personality with the ability to champion customer needs leading to business success. • Strong corporate core competencies in collaborating for superior results, leading courageously, delivering innovative solutions and generating customer value. • Ability to travel to China extensively
<u>How to Apply</u>	Submit your resume to jobs@kraton.com