

Job Posting

Job Title:	Sales Manager I – Chemical Intermediates (Chemical segment)
Location:	Flexible in the US
Employment Status:	Full-time
Reports To:	This position will report to the Business Unit Director – Chemical Intermediates North America.
Travel (%):	< 75%
<u>Major Roles & Responsibilities</u>	<p>Kraton Corporation is looking to hire a new member of our Chemical Intermediates team. The Sales Manager I – Chemical Intermediates will manage the assigned customer and sales territory for growth, aligned with company and business unit strategy, by improving position with existing customers and securing new customers.</p> <p><u>Major Roles & Responsibilities:</u></p> <ul style="list-style-type: none"> • Understand and articulate customer needs and apply resources to address the needs • Meet monthly and annual revenue and volume objectives, define territory forecasts and develop relationships across the customer portfolio • Grow sales, optimize pricing, define value in use and implement tactics to achieve optimum value • Develop and report into the business functional account plans, utilizing knowledge of customer practices/policies and business strategies that are designed to gain increased sales, market share and ultimately “preferred supplier” status • Develop and maintain excellent contacts and relationships to maximize Kraton's knowledge of customers' strategies and future business plans, along with current industry trends <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 a technical field (preferably Chemistry or Chemical Engineering) • Minimum five (5) to seven (7) years' sales experience in chemical sales, preferably in an industry that consumes tall oil products • Experience negotiating supply agreements, introducing and selling new products, and developing account/territory plans • Working knowledge of Microsoft Word, Excel and PowerPoint; working knowledge of CRM systems (preferably MS Dynamics) • Ability to work effectively from a remote location
<u>How to Apply</u>	Submit your resume to jobs@kraton.com