



<b>Job Title:</b>	Sales Manager (Adhesives)
<b>Location:</b>	Almere - The Netherlands/France (EU)
<b>Employment Status:</b>	
<b>Reports To:</b>	Sales Director
<b>Travel (%):</b>	< 50 %

<p><b><u>Major Roles &amp; Responsibilities</u></b></p>	<p>Kraton is looking to hire a new member of our commercial team in Europe.</p> <p>The Sales Manager is responsible for the growth of sales in the Adhesives market segments and value chains we serve. Sales management of large multinational accounts in such areas as Fuel Additives and Coatings may be applicable.</p> <p><b><u>Major Roles &amp; Responsibilities:</u></b></p> <ul style="list-style-type: none"> <li>• Provide the necessary sales analysis of customer business, needed to better understand the changes which are required to meet expected goals.</li> <li>• Develop and manage long-term customer relationships.</li> <li>• Coordinate with the internal teams (Customer Service / Fulfillment, Quality, Supply Chain, Manufacturing, and others) to manage and coordinate particular commercial issues / needs.</li> <li>• Formulate sales, account and pricing strategies in conjunction with appropriate leadership. Ensure that the strategies are properly implemented.</li> <li>• Define and understand customer needs and product value end use.</li> <li>• Coordinate and collaborate with marketing and product management teams to accomplish results across the commercial team.</li> <li>• Demonstrate “commercial excellence” capabilities in managing growth and contribution margin across the portfolio and close complex business.</li> </ul> <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>
<p><b><u>Skills and Experience</u></b></p>	<ul style="list-style-type: none"> <li>• Bachelors’ degree (or equivalent) required</li> <li>• 10-15 years’ experience in Sales in Adhesives’ relevant industry</li> <li>• Able to influence others, negotiate and close business to achieve an effective business outcome</li> <li>• Ability to cultivate relationships with key customers across multiple decision-making levels</li> <li>• Strong customer relationship skills - ability to both service the customer and push strategic direction of the company</li> <li>• Ability to work in a team environment and collaborate across multiple geographies and teams</li> <li>• Ability to exercise independent judgment in competitive pricing and selling skills</li> <li>• Fluent in <b>English</b> and <b>French, Spanish</b> is preferred</li> </ul>
<p><b><u>How to Apply</u></b></p>	<p>Submit your resume to <a href="mailto:jobs-eu@kraton.com">jobs-eu@kraton.com</a></p> <p>Your privacy is important to us. For information on how we handle your personal data, please review our applicable <a href="#">Privacy Statement</a></p>



COMPANY DESCRIPTION: USE FOR LinkedIn and other external job posting boards.

Kraton Corporation (NYSE: KRA) is a leading global producer of styrenic block copolymers, engineered polymers and chemicals derived from pine wood pulping co-products that are used to enhance the performance of end-use products that touch our daily lives. Through its Polymer segment, Kraton offers value-enhancing products that are used in a wide variety of applications including consumer and personal care items, adhesives and coatings, electronics, medical supplies, automotive components, polymer modification, compounding solutions, and paving and roofing materials. Through its Chemical segment, Kraton offers specialty chemicals that serve key adhesive, tire and road & construction end-use markets, as well as a broad range of end use applications served through its Chemical Intermediates business. Kraton offers its products to a diverse group of customers in over 70 countries worldwide.