



<b>Job Title:</b>	Corporate Sales Manager II - Adhesives
<b>Location:</b>	Remote US
<b>Employment Status:</b>	Full-Time
<b>Reports To:</b>	This position will report to the Director, Sales – Adhesives
<b>Travel (%):</b>	< 50%
<b><u>Major Roles &amp; Responsibilities</u></b>	<p>Kraton Chemical is looking to hire a new member of our (global) Commercial team. The Sales Manager II will be an integral part of the Adhesives sales team driving growth and market share for our Chemical &amp; Polymer products focused on global/corporate accounts .</p> <p><b><u>Major Roles &amp; Responsibilities</u></b></p> <ul style="list-style-type: none"> <li>• Grow sales across the market segments and value chains that Kraton serves.</li> <li>• Provide necessary sales analysis of customers' business to better understand what is required to meet expected goals.</li> <li>• Develop and manage long-term customer relationships.</li> <li>• Coordinate with the internal teams (Customer Service/Fulfilment, Quality, Supply Chain, Manufacturing, and others) to meet/solve for commercial needs/issues.</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.</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>
<b><u>Skills and Experience</u></b>	<ul style="list-style-type: none"> <li>• At least a Bachelors' degree (or equivalent) required</li> <li>• 10 plus years of commercial/sales experience, specialty chemical sales <i>preferred</i></li> <li>• Ability to influence others, negotiate and close business to achieve an effective business outcome</li> <li>• Ability to translate business knowledge into key steps for commercial growth</li> <li>• Ability to cultivate relationships with key customers across multiple decision-making levels and locations</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> </ul>
<b><u>How to Apply</u></b>	Submit your resume to <a href="mailto:jobs@kraton.com">jobs@kraton.com</a>