



Job Title:	Sales Manager II
Location:	Almere
Employment Status:	
Reports To:	Sales Director
Travel (%):	< 50%

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