



Job Title:	Senior Commercial Analyst
Location:	Jacksonville, FL
Employment Status:	Full-Time
Reports To:	This position will report to the Sr. Manager, Business Process
Travel (%):	< 20 %

<p><u>Major Roles & Responsibilities</u></p>	<p>Kraton is looking to add to our Chemical Commercial team in the US. The Senior Commercial Analyst will be a key member of the team working globally with Chemical products to develop, standardize, and execute Commercial reporting standards and tools to support decision making.</p> <p><u>Major Roles & Responsibilities:</u></p> <ul style="list-style-type: none"> • Data Management <ul style="list-style-type: none"> ○ In coordination with global key stakeholders in finance and commercial, develop a common set of standards and definitions for commercial financial performance measures. ○ Design and administer the commercial requirements for data management processes across two global ERP systems to ensure better control and coordination of customer and material master data across both company divisions. ○ Conduct periodic audits of master data to maintain alignment to company strategy and execution. • Commercial Analytics <ul style="list-style-type: none"> ○ Serve as the global chemical division's primary commercial contact for reporting and performance tracking needs supporting 100 users across three regions. ○ Create standard and ad-hoc commercial reports to track leading and lagging indicators of commercial performance. ○ Analyze customer and segment level profitability trends to identify key drivers of business performance changes. ○ Develop and automate common reporting formats and distribution channels to create consistency and scalability. ○ Work towards creating an integrated, tool-based commercial reporting solution to maximize financial performance and decision making. • Pricing Analytics <ul style="list-style-type: none"> • Build on existing pricing analytics to support organizational decision making and improve financial forecast accuracy. • Maintain and enhance pricing models to support margin growth using inputs from sales, marketing, and raw materials. • Support the sales organization with deal-level modeling and profit optimization analysis <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"> • Bachelor's degree in Finance, Economics, Marketing, or General Business, MBA preferred • Capability for and interest in pricing analytics • Superior knowledge of Microsoft Excel and data manipulation • Experience working with SAP reporting tools such as BOE, WEBI, Analysis for Excel • Working knowledge of CRM tools and associated leading indicators • Self-motivated with strong drive for results • Strong service mentality • Ability to influence others • Experience interfacing with all levels of the organization • Excellent problem solving skills • Ability to multi-task and work in a challenging fast paced environment <p><i>Preferred</i></p> <ul style="list-style-type: none"> • Commercial pricing experience in the Chemical Industry • Experience coordinating IT reporting initiatives
<p><u>How to Apply</u></p>	<p>Submit your resume to jobs@kraton.com</p>