

<b>Job Title:</b>	Product Manager (CST)
<b>Location:</b>	Jacksonville, FL or Almere, Netherlands
<b>Employment Status:</b>	Full Time
<b>Reports To:</b>	This position will report to the Senior Director, Product Management
<b>Travel (%):</b>	< 30%
<b><u>Major Roles &amp; Responsibilities</u></b>	<p>Kraton is looking to add to our Chemical commercial team with the Product Manager for our CST products. For the CST segment we are looking for someone with the following: understanding of the terpene end markets (F&amp;F, terpene resins, etc) and the competitive landscape (gum turpentine and other CST players). The Product Manager is responsible for the development and management of the assigned product portfolio, and the reduction of portfolio complexity, to meet the strategic and financial objectives of the specific business segment.</p> <p><b><u>Major Roles &amp; Responsibilities:</u></b></p> <ul style="list-style-type: none"> <li>• Manage a complex, diverse portfolio of product lines and technologies to guide operations towards an aligned asset strategy</li> <li>• Develop the long term strategy for raw materials, product portfolio, capacity expansions, cost reduction projects, external partners, and acquisitions/divestments in alignment with the business strategies</li> <li>• Drive the strategic optimization and utilization of assets in conjunction with Supply Chain.</li> <li>• Optimize the balance between raw materials and derivatives on a global basis to maximize overall margins</li> <li>• Make allocation decisions in concert with the business; proactively review all contract inventory and obligations as input for planning and allocation decisions</li> <li>• Act as the margin steward for the product lines in collaboration with the Business Line leaders leveraging market intelligence to maximize global sales and product line profitability, and to achieve budget and growth targets</li> <li>• Drive cost out projects</li> <li>• Work with Purchasing and R&amp;D on the selection of alternative/lower cost secondary raw materials</li> <li>• Actively participate in Sales &amp; Operations Planning (S&amp;OP) and act as the primary liaison between the business and operations</li> <li>• Manage the life cycle of each product in the portfolio, executing global best practices, and integrating the next generation of products developed by Marketing</li> <li>• Drive product line rationalization, improvements and simplification in concert with the business</li> <li>• Support product stewardship efforts in collaboration with the Regulatory function</li> <li>• Define and manage the content for Technical Bulletins/Specs</li> <li>• Provide training and support for sales development efforts</li> <li>• Leverage “Inside out” marketing techniques to define where we can sell products beyond the target segments</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>• Bachelor’s Degree in a technical discipline</li> <li>• In depth knowledge of the product portfolio and differentiation with competing products and manufacturing capabilities</li> <li>• 12+ years of experience in a global chemical organization</li> </ul>
<b><u>How to Apply</u></b>	Submit your resume to <a href="mailto:jobs@kraton.com">jobs@kraton.com</a>