

Job Title:	Sales Manager – Adhesives (South East Asia)
Location:	Remote - Malaysia
Employment Status:	Full-Time
Reports To:	Regional Sales Leader – Adhesives
Travel (%):	50 to 70%
<u>Major Roles & Responsibilities</u>	<p>Kraton is looking to hire a new member of our Adhesives Sales Team for the South East Asia region. The purpose of this job is to grow and manage the business, distributors, and customers in SEA. The job also involves developing leads (Commercial and Technical with an objective of selling High Value Products, and working closely with the Technical Service Team to deliver commercial contribution margin on these leads). Managing Technical Communication and Training to distributors is also a key aspect of the job.</p> <p>Major Roles & Responsibilities:</p> <ul style="list-style-type: none"> • The purpose of this job is to grow and the business, distributors, and customers in Sothern East Asia. • Responsibility of 6-15 MM USD business. Achieve growth in line with business plan and planned Budgets 5-10 % above GDP growth rate. • Deliver short term (Quarterly) results but understand the long term (1-3 years) requirements and balance both assist APO forecasting to achieve above 70% accuracy and assist in budgeting and latest estimates. • Mentor/Guide and drive channel partners' (distributors & marketing representatives) performance • Manage the sales process at the customer and internally to close new business. • Identify and close new opportunities at existing and developmental accounts Develop and execute Key Account Plans and Key Contact Matrices. <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>
<u>Skills and Experience</u>	<p>Required</p> <ul style="list-style-type: none"> • Bachelor Degree, Science or Chemical background <i>preferred</i> • A good knowledge of the Adhesive market and its various end-application segments (Hot Melt, PSA) regionally; a strong understanding of major accounts, competition and industry structure • Must have prior experience managing the sales of Chemicals and specialty Chemicals or specialty ingredients with a track record of profitable sales growth via business development. Familiar with managing direct sales and sales via channel partners. • Experience working with multiple customer sites, regions & functions interfacing comfortably and confidently with customer contacts at all levels and functions. • Recognized for consistently delivering both top-line growth & margin improvement. • Excellent interpersonal skills – establishing, building and maintaining strong relationships both internally & externally within a large matrix organization. • The ability to understand and communicate value propositions, competitive landscape and changing business conditions and opportunities in the Market & at key accounts. • Excellent planning, organization, ability to manage internal and external work timely.
<u>How to Apply</u>	Submit your resume to jobs@kraton.com