

Achieve more with KROHNE

KROHNE

 measure the facts

KROHNE is an innovative process instrumentation and measurement solutions company operating in more than 40 countries. Through continuous research and development and a consistent customer orientation, we are one of the leaders in our industry. KROHNE Inc. headquartered in Beverly, MA covers the United States, Canada, Mexico, and the Caribbean regions through a vast network of direct sales personnel and representative partners.

KROHNE Inc. is looking for an

Inside Sales Engineer- Beverly, MA

We are currently looking for a person to join us in **Inside Sales** at our Beverly location. This person will support all sales channels in providing technical review of applications, commercial review of terms and conditions, and make the best possible recommendations in order to satisfy the needs of our customers.

ESSENTIAL DUTIES AND RESPONSIBILITIES include the following. Other duties may be assigned.

- Support Regional Sales Managers, affiliated representative companies, and end customers through technical application assessment, product presentations and recommendations, quotation generation and periodic contact.
- Communicate effectively and efficiently with contacts both internal and external to KROHNE.
- Assist affiliated representative companies with product selection and pricing.
- Coordinate customer development efforts closely with outside sales representatives and District Sales Managers.
- Prepare and follow up on quotations and offers.
- Work with resources within KROHNE to develop and coordinate technical responses to Requests for Quotation.
- Project a positive attitude at all times when working with internal and external customers.

QUALIFICATIONS: To perform this job successfully, an individual must be able to perform each essential duty satisfactorily. The requirements listed below are representative of the knowledge, skill, and/or ability required. Reasonable accommodations may be made to enable individuals with disabilities to perform the essential functions.

- Excellent verbal and written communication skills
- Well-organized, analytical and results oriented
- Assertive and self-motivated; able to be effective with minimal supervision
- Comfortable working with internal and external customers
- Experience and competence with MS Office products and other analysis software tools
- Experience with ERP systems is ideal

If interested, please send your CV, salary requirements and availability to:

Lisa LaPorte Pais • Director of Human Resources
KROHNE Inc. • 55 Cherry Hill Drive • Beverly, MA 01915
Tel.: 1(800)356 9464 ext. 1150 • l.pais@krohne.com



www.krohne.com



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KROHNE **measure the facts****EDUCATION and/or EXPERIENCE**

Bachelor's degree in engineering, math or science and/or 3-5 years of experience providing customer facing technical support preferred. Engineering background is preferred. Customer service experience is a plus.

We offer:

Salary commensurate with experience and the responsibilities of the role.

Employees enjoy working for an international, privately held, family run company with a friendly environment as well as a full program of employee benefits including:

- Medical
- Dental
- Short term and Long-term Disability
- 401k plan with company match
- Vision insurance
- Aflac programs
- Life insurance
- 401k plan with company match
- EAP
- Pet insurance
- Aflac programs and more.

We provide equal employment opportunities (EEO) to all employees and applicants for employment without regard to race, color, religion, sex, national origin, age, disability or genetics. KROHNE, Inc. complies with applicable federal, state & local laws governing nondiscrimination in employment. This policy applies to all terms and conditions of employment, including recruiting, hiring, placement, promotion, termination, layoff, recall, transfer, leaves of absence, compensation and training.

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