



# Achieve more with 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 a

## **Regional Sales Manager –Western Canada region**

The successful person will have proven sales and channel management experience in the process instrumentation industry. You must be experienced in the sale of process instrumentation products, specifically flow and level products at a minimum. The person will develop sales in their territory via direct sales and management of sales channels.

### **Your main responsibilities:**

- Maintain direct responsibility for achieving the sales quota of the territory.
- Appoint, direct and support selling channels for all industries, key vertical markets, EPCs, system integrators and OEMs within territory.
- Develop sales strategies and tactics to improve regional market position for KROHNE products.
- This role will require an average of 50%+ travel throughout North America. Travel to internationally based factories and offices is also expected.

### **Your qualifications:**

- Bachelor's Degree or equivalent; and four plus years related experience and/or training; or equivalent combination of education and experience.
- Thorough knowledge of industrial flow and level measurement concepts and product applications gained through education and practical experience is required.
- Proven experience with a high level of PC-literacy, familiar with business application software (e.g. MS Office, MS CRM Dynamics, Access, PowerPoint) especially presentation programs.
- Clean driving record required. Must be legally able to drive alone as well as with sales channel partners. Required to provide proof of clean driving record and insurance coverage documentation as defined by current Company policies.
- Ability to possess US Passport, TWIC card and other certifications as required

### **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:

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](http://www.krohne.com)



# Achieve more with KROHNE

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- Medical
- Dental
- Short term and Long-term Disability
- Life insurance
- RRSP plan with company match

*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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