

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 Peabody, 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

Sales Manager - Temperature Products

The ideal person will have proven sales and channel management experience in the temperature instrumentation industry. As the Sales Manager of Temperature products for the INOR division of KROHNE Inc. the person should be prepared to travel throughout the USA, Canada, and Mexico to assure that all current customers and sales channel partners are visited regularly with supplemental with phone and email contact.

Your main responsibilities:

- The successful candidate will acquire a comprehensive knowledge of the intricacies of temperature products, markets and sales channels. This role will be a combination of account management and market expansion.
- Regular interface with European factory personnel is expected in order to provide market input from the North American territory. Initially this could require several trips to Malmo, Sweden.
- Business plan development including inventory management and sales analysis will be required.
- The role will assess product costing and assist in setting list prices and appropriate discount levels to achieve optimal margins to build market share.
- Create and distribute yearly price lists and discount schedules and product updates for customers and sales channels.
- Participate in trade shows and mentor temperature inside sales personnel.

Your qualifications:

- Proven past successful sales experience with temperature technology is preferred.
- Bachelor's degree preferred in electronics or electrical engineering.
- The role will require travel at least 40% of the time. Passport eligibility is required.
- Proven computer literacy and effective written and verbal communication are required along with experience with business sales presentations to groups of all sizes and technical experience levels.

We offer:

Salary commensurate with experience and the responsibilities of the role. Along with a full program of employee benefits including:

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

Lisa LaPorte Pais • Human Resources Manager
KROHNE Inc. • 7 Dearborn Rd. • Peabody, MA 01960
Tel.: 1(800)356 9464 ext. 1150 • l.pais@krohne.com



www.krohne.com



Achieve more with KROHNE

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- Medical
- Dental
- Short term and Long-term Disability
- Vision insurance
- 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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