

# 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 Limited, based in Wellingborough, Northamptonshire is the KROHNE group's centre of excellence for Coriolis mass flowmeter technology with over 90% of production destined for the export market.

KROHNE Limited is looking for a

## **UK AREA SALES MANAGER – NORTH EAST (Home Based)**

**Reporting to:** Regional Sales Manager - North

**Tenure:** Permanent

**Working hours:** 37½ Hours per week

### **Your main responsibilities:**

To achieve annual sales targets as determined by KROHNE Management.

To agree business annually and increase market share within allocated geographic areas, industries or accounts in: NE, DH, SR, DL, TS, YO, HU, DN

### **MAIN DUTIES**

Prospecting / Developing new customers and maintaining existing accounts

To develop and expand on a long-term basis certain nominated and parent company established Global accounts within the area of responsibility.

Follow-up leads generated by marketing activities. Update and maintain CRM Dynamics 365 database.

Implementation of the sales and marketing plans.

Assist in the reporting and forecasting functions on a monthly basis.

Assist in the reporting, controlling, forecasting, and managing of the allocated industries and accounts within the areas of responsibility.

Provide an Industry and product reporting package as determined by KROHNE Management.

If interested, please send your CV with a covering letter stating your salary requirements to:

Mrs Dawn Durkin • Human Resources Manager  
KROHNE Limited • 34-38 Rutherford Drive • Wellingborough • Northants • NN8 6AE  
Tel.: +44 1933 408 504 • [d.durkin@krohne.com](mailto:d.durkin@krohne.com)



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

# ▶ Achieve more with KROHNE

**KROHNE**

▶ measure the facts

## **The Candidate**

- Experience as an Area Sales Manager, Sales Engineer, Sales Executive, Business Development Manager or similar in instrumentation
- Have a background selling measurement related products, flow equipment such as valves, pumps, instrumentation, sensors, process equipment, process control or an engineering sales background selling into the process industries.
- Based within the area of responsibility.
- Full UK Driving Licence

## **We offer:**

Competitive salary, bonus and benefits including BUPA and Medicash

24 days holiday increasing to 26 days plus bank holidays.

Early finish on Fridays

If interested, please send your CV with a covering letter stating your salary requirements to:

Mrs Dawn Durkin • Human Resources Manager  
KROHNE Limited • 34-38 Rutherford Drive • Wellingborough • Northants • NN8 6AE  
Tel.: +44 1933 408 504 • [d.durkin@krohne.com](mailto:d.durkin@krohne.com)



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