

# 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 a

## **Project Development Manager- Northeast US region**

Maintain responsibility for achieving the project sales targets of by successfully executing duties and responsibilities outlined below. 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 project market position for KROHNE products and solutions

### **Your main responsibilities:**

- Support selling channels for all industries, key vertical markets, EPCs, system integrators and OEMs within territory
- Set project funnel targets for all regions and sales channels; accountable for project targets for region
- Work with sales managers in their pursuit of sales projects to create pursuit teams, perform stakeholder analysis and develop strategies to win projects
- Implement project process of qualification, development, negotiation and execution with all parties
- Take the lead on projects over \$250,000
- Hold sales managers and sales channels accountable for maintaining their project funnel and pipeline and target achievement
- Perform customer and executive level presentations with respective stakeholders and as needed for project pursuit
- Utilize sales and marketing software and CRM tools as required by management for sales planning, actions and pursuits while developing winning strategies
- Successfully complete E learning modules regularly and as required by management. Review published technical and sales communications for technical comprehension
- Travel approximately 60% within assigned region

### **Your qualifications:**

- Proven past successful sales experience with flow, level and temperature technology is needed
- Bachelor's degree preferred in electronics or electrical engineering.
- Passport and TWIC 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.

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)

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## **We offer:**

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

- 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.*

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

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