

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

Regional Sales Manager- Rocky Mountain region

The successful person will have direct responsibility for achieving the sales quota of the territory. 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.

Your main responsibilities:

- Implement product strategies for targeted industries within region in order to capitalize on regional industrial trends and strengths
- Collaborate with and provide ongoing evaluation of sales channels within assigned territory/industry in accordance with company strategies and objectives
- Deliver presentations at trade seminars, customer sites and as required by management
- Utilize sales and marketing software and customer relationship management tools a
- Develop sales tools, promotional materials, plan and implement product launch activities
- Analyze competition and market information to develop regional positioning as it relates to volume and pricing, product features, channel development and delivery
- Implement and deliver training programs within region to sales channels as it relates to processes, procedures, products and applications
- 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.

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 • 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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- 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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Lisa LaPorte Pais • Human Resources Manager
KROHNE Inc. • 7 Dearborn Rd. • Peabody, MA 01960
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