

Achieve more with KROHNE

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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

Area Sales Manager – South East

To be responsible for the account management and growth of the business in the South East of England

Reporting to: Regional Sales Manager - South

Tenure: Permanent

Working hours: 37½ Hours per Week

Monday – Thursday 08:30 – 17:15, Friday 08:30 – 13:00

Your main responsibilities:

Within the role of an Area Sales Manager, you will be responsible for:

- Managing the market share within allocated geographic areas, industries or accounts in: BN, BR, CR, CT, DA, GU, HP, KT, ME, OX, PO, RG, RH, SE (London), SL, SM, SW (London), TN, TW, UB, W (London)
- Developing and expanding on a long-term basis certain nominated and parent company established Global accounts within the area of responsibility.
- Continuous focus, action and target setting for developing new business and building new customer bases in the South East region
- Accountability for the establishment of both annual and monthly sales objectives in coordination with the Company's strategic plan.
- Following up leads generated by marketing activities.
- Implementation of the sales and marketing plans.
- Assisting in the reporting and forecasting functions monthly.

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

Mrs Hannah Jenkins • Human Resources Business Partner
KROHNE Limited • 2-4 Davy Close • Wellingborough • Northants • NN8 6AE
Tel.: +44 1933 408 639 • h.jenkins@krohne.com



www.krohne.com

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- Assisting in the reporting, controlling, forecasting, and managing of the allocated industries and accounts within the areas of responsibility.
- Providing an Industry and product reporting package as determined by KROHNE Management.
- Knowledgeable of market and industry trends, competitors, and leading customer strategies.
- Maintaining appropriate data and information on the company CRM system

Your qualifications:

- ONC in Electrical/Instrumentation
- Degree in Engineering would be advantageous.
- Have a proven track record of a field sales background.

Personal characteristics

- Ability to establish and maintain working relationships with others, share information and resources with others, as required.
- Strong negotiating skills and capacity
- Ability and willingness to follow instructions of management and respond to requests from others in the team in a helpful manner.
- Strong written and verbal communication skills
- Demonstrates an understanding of the needs of internal and external customers.
- Ensures actions of self and others meet or exceed customer requirements.
- Monitors and manages own time to ensure daily objectives are met. Develops and improves procedures in agreement with line manager. Accepts additional challenges and responsibilities willingly and assists others.
- Self-reliant
- Willingness to work extra hours or help in areas outside of role. Use of initiative to ensure tasks are completed. Supportive of manager and wider team goals and objectives.

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