

KROHNE is a globally active international company that offers its employees a multitude of opportunities in both professional and personal development to benefit their careers. KROHNE is a world market leader in many industries with its wide range of products. This is primarily due to the commitment and expertise of more than 4,000 KROHNIANS around the world. With this in mind, employee development is vital to our corporate management.

KROHNE Careers

Be part of the solution!

Personal perspectives, long-term growth, technological innovations, and a positive family working atmosphere.

Our employees are our greatest asset. We count on the commitment of every individual and promote a climate that generates individual initiatives and ideas. With us everyone has the chance to make a difference; every area and every task offers opportunities to develop. If you want to take on more responsibility, you have the opportunity to prove yourself.

All of this is KROHNE. Find out what we can achieve together.

Regional Industry Manager (APAC) – ENERGY (O&G, Power & Renewables)

Introduction

The KROHNE Group is a global manufacturer and provider of process instrumentation, measurement solutions and services in many industries. Founded in 1921 and headquartered in Duisburg, Germany, we offer local contacts for instrumentation projects of any size in over 100 countries. KROHNE stands for innovation and highest product quality and is one of the market leaders in process industry.

KROHNE energy division will cover activities across three energy-related divisions: Power, Oil & Gas, and Sustainable Energies.

Jobs Description and Responsibility

- Define industry specific requirements for product development and solutions in close coordination with GID and RPC's (Region Product Champions).
- Promote all KROHNE products within the Energy industry.
- Coordination of the APAC region projects & tenders of the relevant industry.
- Identifying regional industry specific projects & tenders.
- Assistance to LSO's (Local Sales Office) for selecting target/focus areas.
- Business Intelligence (markets, pricing, competition).
- Key account management support for global accounts and EPC's in the APAC region.
- Market analysis.
- Vendor list registration.
- Industry knowledge training for LSO staff and channel partners.
- Identify key industry specific shows or exhibits.

- Industry Presentations.
- Reference Lists.
- Application Reports.
- Shows, seminars & training.
- Sales support tools.
- Support LSO management with budget planning per country.
- Support LSO with marketing budgets.

The Successful Candidate

The successful candidate will be confident in growing the business and steering the company to the most profitable position while having the drive to establish meaningful, long term business strategy in Energy industry. It's critical you have an all-rounded experience and must possess the requirements below:

Knowledge and Experience

- A senior candidate with at least 10 years of experience in a similar industry
- Degree in any Engineering field (preferable in Instrumentation, Mechatronics, Electrical)
- Experience and a successful track record in a techno commercial role in relevant industry sector is preferred. (Act as a bridge between technical teams and commercial teams (sales, marketing), ensuring that customer requirements are met both technically and commercially).
- Experience with working in a complex international matrix environment.
- Experience in working with people from a non-hierarchical position.
- Ability to communicate and negotiate from shop floor to board room level (technical and commercial).
- Able to travel locally & internationally extensively

Skills

- Strong understanding of regional industry needs
- Clear and up to date insight of the competitive environment for the industry
- Customer oriented, Innovative and ability to think outside the box.
- Good interpersonal skills (both verbal and written) and the ability to grasp and understand the 'true' customer needs.
- Fluency in English is a must as you need to communicate to KROHNE factories abroad and to other KROHNE offices in the region, and customers visit
- Good networker, able to identify potential projects in an early stage and not afraid to approach the right people.
- Enthusiastic and able to get things done without having authority over people – lead by example and be seen as a problem solver.
- Be persistent and undaunted by setbacks and failures.
- Ability to navigate, engage, challenge, and build rapport at all levels in a global matrix family organisation.
- Be seen as an approachable and knowledgeable industry expert for the relevant industry sector.

Interested applicants can drop an email with updated CV & attached with current photo to:

myrecruitment@krohne.com