

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 an **Project Development Manager- Gulf 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

ESSENTIAL DUTIES AND RESPONSIBILITIES include the following. Other duties may be assigned.

- 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

Interested applicants must apply using the link below for the KROHNE Inc. careers web page

KROHNE CAREERS WEB PAGE



www.krohne.com

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QUALIFICATIONS: To perform this job successfully, an individual must be able to perform each essential duty satisfactorily. The requirements listed below are representative of the knowledge, skill, and/or ability required. Reasonable accommodations may be made to enable individuals with disabilities to perform the essential functions.

- 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

EDUCATION and/or EXPERIENCE

Bachelor's degree in electronics or electrical engineering, and/or 5-7 years of experience providing technical sales presentations resulting in high value sales in process instrumentation products.

Disclaimer:

The above statements are intended to describe the general nature and level of work performed by people assigned to this classification. They are not intended to be construed as an exhaustive list of all responsibilities, duties and skills required of employees assigned to this position. Other duties may be assigned. The Company reserves the right to revise the functions and duties of the job or to require that additional or different tasks be performed when circumstances changes (e.g., emergencies, changes in personnel, workload, rush jobs, or technological developments).

Employees enjoy working for an international, privately held, family run company with a friendly environment as well as a full program of employee benefits including:

Salary commensurate with experience and the responsibilities of the role and

- Medical
- Dental
- Short term and Long-term Disability
- 401k plan with company match
- Vision insurance
- Aflac programs including accident, cancer, critical illness, hospitalization and supplemental short term disability
- Life insurance
- 401k plan with company match
- EAP
- Wellness programs
- Pet insurance 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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