

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 **Sales Director - Western US region**

Manages Product Instrumentation Engineers and representative sales activities of organization by performing the following duties personally or through subordinate supervisors.

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

Develops and implements strategic sales plans for Product Instrumentation Engineers and representatives to accommodate corporate goals.

Directs sales forecasting activities and sets performance goals accordingly.

Reviews market analyses to address customer needs, price schedules, and discount rates.

Directs staffing, training, and performance evaluations to develop and control direct sales program.

Directs sales personnel activity and coordinates sales distribution by establishing sales territories, quotas, and goals.

Represents company at trade association meetings and shows to promote product.

Delivers sales presentations to key clients in coordination with sales representatives.

Meets with key clients, assisting sales representative with maintaining relationships and negotiating and closing deals.

Analyzes and controls expenditures of division to conform to budgetary requirements.

Prepares periodic sales report showing sales volume, potential sales, and areas of proposed client base expansion.

Contributes to product research and development with feedback from the field and direct sales staff.

Monitors, reports and evaluates the activities and products of the competition.

Identifies new positions and responsible for interviewing and hiring direct employees and representatives in respective region of responsibility

Responsible for working with team to identify and pursue projects within respective region

Conduct regional meetings with team and representatives

Cultivates a "team" environment with direct and indirect reports supporting territory

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

KROHNE CAREERS WEB PAGE



www.krohne.com

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

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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 management experience within flow, level and/or temperature technology organization is needed
- Bachelor's degree preferred in electronics or electrical engineering.
- 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
- Proven ability to problem solve, exercise discretion, work with integrity, professionalism and adaptability

EDUCATION and/or EXPERIENCE

Four year college or university program degree; or seven years related, industry specific experience and/or training; or equivalent combination of education and experience. Proven successful experience with CRM is necessary

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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