

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 **Regional Sales Manager- West Coast US 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.

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

- 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
- 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

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 engineering, math or science and/or 3-5 years of experience providing customer facing technical sales channel management preferred. Engineering background is preferred.

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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