

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 professional based in Houston to join us in **Business Development ~ Flow, Pressure, Temperature Products**

Multiple openings in the following target markets: EPC, Chemical & Data Centers

The successful candidate will leverage deep technical expertise in flow, pressure, and temperature measurement to influence specifications, develop solutions, and close complex, high-value opportunities.

This role operates primarily in a factory-direct sales model, with selective engagement of channel partners.

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

- Own and grow strategic data center accounts with full responsibility for revenue, pipeline, and customer relationships
- Drive front-end specification influence and mid-cycle solution development
- Develop and execute sales strategies
- Leverage existing relationships to accelerate early wins while building long-term market presence
- Collaborate cross-functionally with applications engineering, product management, operations, and leadership
- Identify and pursue strategic partnerships with complementary manufacturers
- Manage pricing strategies in collaboration with the team
- Represent the company at customer meetings, site visits, conferences, and technical presentations
- Contribute to defining future account strategy and team structure
- Implement project process of qualification, development, negotiation and execution with all parties
- Take the lead on projects over \$250,000
- Perform customer and executive level presentations with respective stakeholders and as needed for project pursuit
- Utilize sales and marketing software and customer relationship management tools as required by management for sales planning, actions and pursuits
- Provide forecasts of projects dynamically and on an ongoing basis to the organization through CRM 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 30% within assigned region to successfully perform essential duties and travel as required by management to corporate office and/or Europe or other KROHNE offices

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.

EDUCATION and/or EXPERIENCE

- Minimum 5 years of industrial sales experience in identified specialty area
- Proven experience selling flow measurement solutions
- Technical application knowledge across flow, pressure, and temperature
- Demonstrated ability to close large, complex sales opportunities
- Background in process instrumentation sales with applied engineering knowledge
- Entrepreneurial mindset with strong autonomy
- Bachelor's degree preferred
- Proven computer literacy and effective written and verbal communication are required along with experience with business presentations to groups of all sizes and technical experience levels.

KROHNE, Inc. 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 a 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: accident, cancer, critical illness, hospitalization and supplemental short term disability**
- **Life insurance**
- **401k plan with company match**
- **EAP**
- **Wellness programs**
- **Pet insurance and more**

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).

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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