

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 Vietnam
Sales Manager

The position reports to the Managing Director.

Your main responsibilities:

- Ensure full compliance with all company ethics, policies, and sales governance requirements in accordance with KROHNE Vietnam and KROHNE Group regulations.
- Be responsible for the overall management and administration of KROHNE Vietnam operations, ensuring proper governance, transparency, and accountability.
- Drive business growth within the assigned country/region and achieve or exceed approved budget targets.
- Plan, organize, coordinate, and implement all sales activities to achieve and exceed order bookings, revenue, margin, and operating profit targets.
- Share responsibility with the Managing Director for monitoring and managing the Profit & Loss performance.
- Organize, lead, and continuously optimize all activities related to the Sales Department, including:
    - Develop and execute sales strategies to achieve company targets.
    - Manage and coordinate project pursuit activities locally and worldwide.
    - Participate in project meetings, technical discussions, and bid clarification sessions.
    - Negotiate contracts and inbound orders in line with KROHNE terms & conditions, ensuring acceptable payment terms and target profit margins.
    - Maintain a solid understanding of legal and commercial aspects of contract negotiations.
    - Provide management with accurate 3-month / 6-month forecasts for order bookings, revenue, and P&L projections.
    - Define sales team objectives, incentive schemes, and performance appraisals.

Your qualifications:

- Minimum 8-10 years of industrial outdoor sales experience in process instrumentation or similar Industry.
- Professional education in engineering, business or related field, or similar level obtained by experience.
- Sales experience and having relationships with customers in many industries is the strength point.

If interested, please send your CV with a covering letter stating your salary requirements to:

Ms Anh Thy • Assistant Human Resources Manager
KROHNE Vietnam • 2nd floor, Unit 2.4, E.Town 1 Building, 364 Cong Hoa street, Tan Binh Ward, HCMC
Tel.: +84963877047 • h.nguyen3@krohne.com



www.krohne.com



KROHNE
measure the facts

- Microsoft Office (Excel, Word, Outlook and Power Point)
- Multilingual (including English)

On www.krohne.com you'll find additional information about our organization.

If interested, please send your CV with a covering letter stating your salary requirements to:

Ms Anh Thy • Assistant Human Resources Manager
KROHNE Vietnam • 2nd floor, Unit 2.4, E.Town 1 Building, 364 Cong Hoa street, Tan Binh Ward, HCMC
Tel.: +84963877047 • h.nguyen3@krohne.com



www.krohne.com