

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 Group is headquartered in Duisburg, Germany. In South America we operate through Representative Partners covering Brazil, Argentina, Chile, Bolivia, Uruguay, Ecuador, Peru, Colombia and Venezuela.

KROHNE South America is looking for a Sales/Business Development/Industry Leader:

## ▶ Chemical Industry Division Leader

to be focused in the Chemical and Petrochemical segment in South American region (Initially Brazil and Argentina) driving sales of process instrumentation products, specifically flow and level products at a minimum. The person will boost our sales through authorized sales channels (Representatives) by leveraging its Chemical and Petrochemical knowledge to promote our measurement solutions.

Job location: São Paulo/SP

### Your main responsibilities:

- Develop business plans, sales strategies and tactics to improve sales channels performance in the Chemical and Petrochemical segment for KROHNE products;
- Customer visits to develop Account Planning and define penetration actions;
- Technical support and trainings to customers and sales teams for Chemical/Petrochemical related applications; Intense interaction with Chemical Global Industry Division Leader (fluent English required);
- Maintain direct responsibility for achieving the sales quota of the segment;
- This role will require an average of 70% of time visiting customers and prospects;
- Travel throughout South America and to internationally based factories is also expected.

### Your qualifications:

- Bachelor's Degree in Chemical or Industrial Engineering; and five plus years related experience and/or training; or equivalent combination of education and experience;
- Excellent inter-personal, team player, self-study, self-management and presentation skills;
- A broad interest in technology, multidisciplinary engineering and proven knowledge in Chemical/Petrochemical Industrial Processes and Applications;
- Familiar with business application software (e.g. MS Office, PowerPoint) especially presentation programs;
- Knowledge of industrial flow and level measurement concepts and product applications specifically for the Chemical/Petrochemical segment gained through education and practical experience.
- Fluent Spanish.

### We offer:

Opportunity to learn and develop a career in Sales (Process Measurement Products & Solutions) as an Industry Leader for Chemical/Petrochemical segment, with international exposure (South America), working for a private-owned company that values People, Technology, Quality and Long-Term Relationships (Customers, Partners and Employees).

If you fulfill all requirements, please submit your Resume to [c.costa@krohne.com](mailto:c.costa@krohne.com)