

▶ Achieve more with KROHNE

KROHNE

▶ measure the facts

KROHNE is an innovative process instrumentation and measurement solutions company operating in more than 45 countries. Through continuous research and development and a consistent customer orientation, we are one of the leaders in our industry.

KROHNE Oil & Gas provides measurement and automation products, solutions and services to the global Oil & Gas industry and is looking for an experienced and highly motivated

▶ Sales Director – Flow Metering Solutions

As Sales Director you are responsible for acquiring new business opportunities. Together with the Managing Director, you will play an important role in the exploration, expansion and growth of the Flow Metering market. For this you will have contact with our clients, partners and our international organization. Because of the international and multidisciplinary nature of our business you will experience a varied and exciting job with excellent possibilities for personal progress within the company.

Your main responsibilities:

- Fully understand the business decision process in order to secure contracts
- Acquiring new customers (Contractors / End-User – Major Oil & Gas Companies / Pipeline Operators / System Integrators)
- Ensure that KROHNE products and systems are specified for new up-coming projects / vendor –registration / USP's / etc.
- Ensure growth by achieving or exceeding targets
- Negotiate and finalize inbound orders according to KROHNE Solutions terms and conditions, payment terms and profit margins
- Attending Project Meetings, Bid Clarification Meetings and Negotiations
- Project pursuit activities and Marketing events such as exhibitions, road shows, etc.
- To interface with other KROHNE group companies as necessary to support our mutual customer's requirements in the region
- When required to finalize, verify, assist and submit offers
- To give presentations and lectures as required to promote the activities of KOG

Your qualifications:

- Personal: assertive high energy independent team player with a positive can-do approach, as well as outstanding communication and strong problem solving ability. Good negotiation and closing skills are a must
- A Bachelor's degree or equivalent in Engineering, business or related field
- Strong technical capabilities and an understanding of the oil & gas industry
- Ten years' experience in the oil and gas industry with a 5+ years track record in sales management
- Flexible and willing to adapt to new challenges
- Willingness to travel internationally approx. 70%

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www.krohne.com

We offer:

KROHNE Oil & Gas B.V. offers a dynamic, progressive opportunity in modern work surroundings along with a solid training and education program.

[Click here to apply](#)