

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

District Sales Manager – California

Current openings in Sales are focused in the California region. The successful person will be experienced in the sale of process instrumentation products, specifically flow and level products at a minimum. The person will develop sales in their territory via direct sales and management of sales channels.

Your main responsibilities:

- Maintain direct responsibility for achieving the sales quota of the territory.
- Appoint, direct and 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.
- This role will require an average of 50%+ travel throughout North America. Travel to internationally based factories and offices is also expected.

Your qualifications:

- Bachelor's Degree or equivalent; and four plus years related experience and/or training; or equivalent combination of education and experience.
- Thorough knowledge of industrial flow and level measurement concepts and product applications gained through education and practical experience is required.
- Proven experience with a high level of PC-literacy, familiar with business application software (e.g. MS Office, MS CRM Dynamics, Access, PowerPoint) especially presentation programs.
- Clean driving record required. Must be legally able to drive alone as well as with sales channel partners. Required to provide proof of clean driving record and insurance coverage documentation as defined by current Company policies.
- Ability to possess US Passport, TWIC card and other certifications as required

We offer:

Salary commensurate with experience and the responsibilities of the role. Along with a full program of employee benefits including: medical, dental, disability, life insurance, EAP, pet insurance Aflac programs 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.

If interested, please send your CV, salary requirements and availability to:

Lisa LaPorte Pais • Director of Human Resources
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www.krohne.com