

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 Peabody, 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

Regional Sales Manager – Western US region

The successful person will have proven sales management and channel management experience in the process instrumentation industry. You must be experienced in the sale of process instrumentation products, specifically flow and level products.

Your main responsibilities:

- Responsible for managing the establishment and execution of sales activities of the organization by performing the following duties personally or through sales staff, channel partners and/or representative firms
- Develop and implements strategic sales plans for direct sales teams, channel partners and representatives to accommodate corporate goals.
- Direct sales forecasting activities and sets performance goals accordingly.
- Review market analyses to address customer needs, price schedules, and discount rates.
- Direct staffing, training, and performance evaluations to develop and control direct sales program.
- Direct sales personnel activity and coordinates sales distribution by establishing sales territories, quotas, and goals.

Your qualifications:

- Bachelor's degree; and/or ten years related, industry specific experience; 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.
- Previous personnel management experience is necessary.
- Proven success and high level of software literacy (e.g. MS Office, CRM, PowerPoint etc.)
- Ability to travel domestically and internationally up to 60% of the time.

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

Lisa LaPorte Pais • Director of Human Resources
KROHNE Inc. • 55 Cherry Hill Drive • Beverly, MA 01915
Tel.: 1(800)356 9464 ext. 1150 • l.pais@krohne.com



www.krohne.com

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We offer:

Salary commensurate with experience and the responsibilities of the role.

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:

- Medical
- Dental
- Short term and Long-term Disability
- Vision insurance
- Life insurance
- 401k plan with company match
- 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.

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