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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. Our unique products and expertise has meant that our business in Australia continues to grow strongly across all industries including oil & gas, mining, power, chemical, water, food and beverage and pharmaceuticals amongst others.

KROHNE New Zealand is looking for a;

SALES ENGINEER – New Zealand

We are currently looking for an experienced technical sales engineer to promote and expand our customer & sales base across New Zealand, the role is based in Auckland as part of a 2 person sales operation and will require nationwide travel.

The role:

The primary focus of this role is to identify new opportunities and secure new sales.

Reporting to the Sales Manager, this will involve:

1. **Sales:** Identifying, developing and qualifying large and complex, multi-dimensional business opportunities with both new and existing customers and negotiating and closing commercial deals.
2. **Sales planning:** Creating and maintaining sales action plans that deliver profitable growth in the assigned territory for all products and services.
3. **Relationship Management:** Proactively building appropriate customer relationships (both new and existing) to support the achievement of sales targets and objectives.
4. **Technical expertise:** Developing technical expertise in all products as to be proficient in providing technical solutions to suit customer needs.
5. **Reporting and Forecasting:** Preparing all necessary reports and forecasts as requested in timely and accurate manner.
6. **Understanding the market:** Researching market trends and compiling competitor analysis for distribution within the sales team.
7. **Being a team player:** Proactively communicating with the rest of the team and actively supporting both peers and management as requested.

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

Human Resources Manager
KROHNE New Zealand Ltd
krohne@krohne.com.au



www.krohne.com

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The Person:

To be successful in this role you will need to be self-motivated with the ability to work autonomously and bring with you the necessary experience in the application and sales of industrial instrumentation. A demonstrable background of strong Flow measurement sales will be a significant advantage to the successful candidate.

You will have:

- Experience working within a range of industries such as: food & beverage, water & waste water, oil & gas, EPC.
- Strong record of a high client call rate & face time on a week in week out basis;
- Strong record of solution based selling with demonstrable sales figures;
- Strong negotiating and influencing skills;
- Proven business development and relationship building experience;
- Experience in the delivery of presentations to small and large audiences of people ranging from the CEO through to factory floor workers;
- Forecasting and budgeting skills;
- Excellent communication skills, both written and verbal;
- PC skills: Intermediate Word, Excel & CRM database;
- Current driver's licence; and
- A willingness to travel within New Zealand.
- Must already have New Zealand Citizenship or Permanent Residency.

Whilst a degree in electrical or chemical engineering would be desirable, an instrumentation/electrical trade qualification together with a successful sales history in the process/automation sector will also position a candidate to secure this role.

This is an exciting opportunity to join the successful New Zealand arm of a growing international Company in expanding our business. Substantial training and comprehensive support will be offered as part of the role. With a competitive salary package including superannuation, bonus and car allowance, you will become an integral part of a dedicated and dynamic team environment.

If you are interested in taking the next step in a rewarding career, please send your application to the address below. Applications must include a cover letter detailing your interest in the role and matching your skills and experience to the description above, along with a copy of your current resume.

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

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

Human Resources Manager
KROHNE New Zealand Ltd
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