



Achieve more with 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 an **Inside Sales Engineer - Beverly, MA**

We are currently looking for a person to join us in Inside Sales at our Beverly location. This person will support all sales channels in providing technical review of applications, commercial review of terms and conditions, and make the best possible recommendations in order to satisfy the needs of our customers.

ESSENTIAL DUTIES AND RESPONSIBILITIES include the following. Other duties may be assigned.

- Collaborate with department managers as needed to provide technical support for quality-related issues, conduct detailed root cause analysis, and implement effective solutions.
- Support Regional Sales Managers, affiliated representative companies, and end customers through technical application assessment, product presentations and recommendations, quotation generation and periodic contact.
- Communicate effectively and efficiently with contacts both internal and external to KROHNE.
- Assist affiliated representative companies with product selection and pricing.
- Coordinate customer development efforts closely with outside sales representatives and District Sales Managers.
- Prepare and follow up on quotations and offers.
- Work with resources within KROHNE to develop and coordinate technical responses to Requests for Quotation.
- Project a positive attitude at all times when working with internal and external customers.

Interested applicants must apply using the link below for the KROHNE Inc. careers web page

KROHNE CAREERS WEB PAGE



www.krohne.com

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QUALIFICATIONS: To perform this job successfully, an individual must be able to perform each essential duty satisfactorily. The requirements listed below are representative of the knowledge, skill, and/or ability required. Reasonable accommodations may be made to enable individuals with disabilities to perform the essential functions.

- Excellent verbal and written communication skills
- Well-organized, analytical and results oriented
- Assertive and self-motivated; able to be effective with minimal supervision
- Comfortable working with internal and external customers
- Experience and competence with MS Office products and other analysis software tools
- Experience with ERP systems is ideal

EDUCATION and/or EXPERIENCE

Bachelor's degree in engineering, math or science and/or 3-5 years of experience providing customer facing technical support preferred. Engineering background is preferred. Customer service experience is a plus.

Disclaimer:

The above statements are intended to describe the general nature and level of work performed by people assigned to this classification. They are not intended to be construed as an exhaustive list of all responsibilities, duties and skills required of employees assigned to this position. Other duties may be assigned. The Company reserves the right to revise the functions and duties of the job or to require that additional or different tasks be performed when circumstances changes (e.g., emergencies, changes in personnel, workload, rush jobs, or technological developments).

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:

Salary commensurate with experience and the responsibilities of the role and

- Medical
- Dental
- Short term and Long-term Disability
- 401k plan with company match
- Vision insurance
- Aflac programs including accident, cancer, critical illness, hospitalization and supplemental short term disability
- Life insurance
- 401k plan with company match
- EAP
- Wellness programs
- Pet insurance 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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