National Sales Director, Americas (Tyrolon-Schulnig)

KHS is a subsidiary of Salzgitter AG. As one of the world's leading manufacturers of filling and packaging systems for beverages and liquid food we are a world-class player. Our customers have trusted in our passionate pioneering spirit and first-class technologies for over 150 years. However, we can only remain world class if we continue to find new employees who make just as high demands of themselves and the quality of their work as our customers make of us at KHS. Are you one of them?

Location: Waukesha | Wisconsin | USA

Your Tasks

- Develop and execute strategic sales plans to accelerate growth throughout the Americas region.
- Manage and provide strategic guidance to existing customers while building long-term partnerships.
- Identify, develop, and secure new business opportunities in the brewery, water, soft drink, wine, and spirits industries.
- Present and position the company's flagship filtration products, including tyrolon Star® and tyrolon® Neck, emphasizing technical and commercial value.
- Analyze customer production processes, operational challenges, and technical requirements to identify opportunities for optimization and solution-based selling.
- Clarify technical and commercial aspects of customer inquiries.
- Prepare quotations and commercial proposals in collaboration with internal sales and technical support teams.
- Follow up on quotations and independently negotiate contracts, pricing, and commercial agreements.
- Monitor market developments, customer trends, competitor activities, and emerging opportunities, making strategic recommendations to management.
- Build and maintain an extensive network of customers, distributors, consultants, and industry stakeholders throughout the Americas.
- Represent the company at domestic and international trade fairs, conferences, customer events, and industry associations.
- Provide accurate sales forecasts, pipeline reporting, and market intelligence to leadership.
- Contribute to the development and refinement of regional sales and market strategies.
- Support future organizational growth initiatives and sales team development efforts
- Provide leadership and mentorship for future sales team growth and development.
- Participate in talent acquisition, employee development, coaching, and performance management activities as required.
- Guide distributors, sales representatives, and channel partners to achieve business objectives.

Your Qualifications

- Bachelor's degree in Engineering, Business, Industrial Technology, or a related field; equivalent industry experience may be considered.
- Minimum 7-10 years of successful sales experience in industrial equipment, bottling technology, beverage processing, filtration systems, plant engineering, or related industries.
- Strong technical understanding of bottling operations, filtration technology, process engineering, or manufacturing environments.
- Demonstrated success managing strategic customer relationships and growing market share.
- Experience negotiating contracts and managing complex sales cycles.
- Excellent communication, presentation, and negotiation skills.
- Ability to work independently in a geographically dispersed market.

- Experience selling engineered equipment, filtration systems, or technical solutions.
- Previous leadership or team management experience.

Benefits

- Remote/home-office based position within the United States.
- Frequent customer visits throughout North and South America.
- Approximately 50% to 70% travel required.
- Occasional international travel to headquarters, trade fairs, and industry events.

In order to ensure our success in the future, too, we need first-class employees – and we also have plenty to offer them.

Kontakt:

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Job-ID 6092