Sales Territory Manager - East

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

- Is responsible for top line sales growth and target profit margins for specified product lines; meets or exceeds revenue objectives
- Identifies prospective customers within assigned territory using a variety of sales tactics including cold calling; travels through territory to generate new business
- Builds and develops relationships with customers at multiple levels and functions; may be assigned a key account; develops and manages account across different product lines
- Able to understand and evaluate customer packaging needs; explains benefits, basics of technical aspects and functionality of machinery for specified product line; works closely with technical sales personnel and engineering to offer competitive solutions
- Presents Company packaging solutions
- Maintains and manages customer relationship management database, meets administrative requirements for proposals, expense reporting and management reports
- Works with inside sales personnel to develop quotations, reviews credit terms and sales contracts for orders obtained; facilitates between customer needs and Company needs during the proposal phase
- Investigates and resolves customer problems; Participates at trade shows
- Complies with all company policies and procedures; Keeps expense account records

Your Qualifications

- Bachelor's degree in business or related field
- Five - Eight years' direct capital equipment sales experience or equivalent combination of education and experience.
- The Sales representative must be able to travel on public transportation including air travel.
- Requires up to 50% overnight travel.
- Valid passport and drivers' license.
- General knowledge of packaging equipment industry
- Ability to communicate understanding of KHS products and service within a reasonable period
- Can answer up to 70% of customer technical questions.
- Excellent interpersonal skills.
- Competent in prospecting and in identifying customers in assigned territory.
- Ability to work closely with other KHS departments to gather information required for customers.
- Proven ability to close sales of a technical nature
- Ability to read and interpret documents such as customer requests for quotations (RFQs), technical drawings (layout drawings, container drawings, machine templates), safety rules, operating and maintenance instructions, and procedure manuals.
- Ability to write routine reports and correspondence.
- Ability to speak effectively before groups of customers or employees of organization.
- English fluently, Spanish and/or German would be a plus.

Benefits

- Medical, Dental, Vision insurance offered at 30 days of employment
- Generous Educational Reimbursement program
- Company sponsored Life and Disability Insurance
- Paid Time Off
- Commission Incentive
- Ten (10) Paid Holidays per year
- 401K with Company Match

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

Kontakt:

Telefon:
Weitere Stellenangebote des Salzgitter-Konzerns: www.salzgitter-ag.com/personal

Job-ID 6116