KHS
Filling and Packaging – Worldwide

Business Zone Director

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

- Lead and develop a team of Territory Sales Managers (4 direct reports)
- Drive regional sales strategy, performance, and long-term growth
- Own budgets, KPIs, and sales pipeline visibility
- Aligns sales activities with profitability targets and cost-efficiency goals.
- Support complex deals, negotiations, and customer relationships
- Promote the full KHS portfolio (machines, turnkey solutions, service, parts, conversions)
- Partner cross-functionally to execute the full sales and project lifecycle
- Analyze performance and identify opportunities to improve results and efficiency
- Represent KHS at key industry events and with strategic customers

Your Qualifications

- Experience in the beverage or food industry
- Background in sales leadership or sales management (leading small teams)
- Strong understanding of capital equipment sales + aftermarket (service/parts)
- Ability to think strategically, analyze performance, and drive solutions
- Financial and business acumen (budgets, margins, KPIs)
- Strong communication and cross-functional collaboration skills
- Bachelor's degree in business, engineering, or a related field from a four-year accredited institution.
- Minimum of 10 years of experience in direct sales of packaging machinery, or an equivalent combination of education and experience.
- Experience with CRM systems, database management, and project management software.
- Familiarity with enterprise resource planning (ERP) and manufacturing software.

Benefits

- Up to 50% (domestic and occasional international)

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

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Contact:

KHS USA Inc.
Human Resources
Ashley Herren
Phone:
Weitere Stellenangebote des Salzgitter-Konzerns: www.salzgitter-ag.com/personal

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