



Brüel & Kjær Vibro
a spectris company

Regional Sales Manager

Brüel & Kjær Vibro (B&K Vibro) is one of the world's largest independent suppliers of machinery protection and condition monitoring systems for rotating and reciprocating industrial machinery, such as pumps, turbines, compressors, motors, generators and gearboxes. Our offering comprises hardware, software, sensors and all of the required services, training, and consulting to install, use, and apply our solutions.

The Regional Sales Manager has the overall responsibility for sales and marketing activities within his/her assigned region. This includes undertaking sales and marketing activities necessary for facilitate budgeted growth and achieve the order intake targets for the region. Moreover, he or she will supervise and develop the direct sales force as well as the sales partners and distributors in the region.

The position is Home Office based (in Northeast U.S.) with frequent travel activities.

Your tasks:

- Implement the company sales and marketing strategies and customize them to align with market requirements
- Undertake sales and marketing activities to grow opportunity pipeline and develop sales strategy and execution plan to meet revenue objectives
- Oversee the deal negotiation and sales of all products and services across the entire B&K Vibro product offering
- Undertake client presentations, influence key stakeholders, obtain early involvement, identify the customers specification requirements
- Cooperate with other Regional Sales Manager's to facilitate and promote sales from companies across other regions into the region of responsibility and vice-versa
- Provide strong interface to the project delivery group to ensure a smooth transition of projects
- Provide market feedback to the organization (technology / sales / project delivery)
- Timely reporting of order intake and forecasts on a monthly basis, strategic development and development of the marketing requirements

Your profile:

- A minimum 5 years of customer facing sales and/or marketing experience, preferably in industrial or B2B sales
- Relevant engineering degree in electronics or mechanics
- Foundational knowledge of rotating machinery or the core market segments of Petrochemicals, Oil & Gas or Power Generation industries
- Results-oriented and accountable for delivering commitments
- Demonstrated commercial and negotiation skills
- Knowledge and familiarity with financial and contractual documents
- A proven track record in developing sales and meeting revenue objectives
- Knowledge and experience in the respective geographical region is an advantage
- Fluent communication skills (verbal and written) in English
- Ability to travel 50%+

In addition to intensive incorporation and continuous training courses in technical subjects as well as training in soft skills, we offer you an attractive working environment, a fair pay and a varied range of tasks.

You benefit from flexible working hours and interesting development opportunities within our company. If you recognize yourself in our description, please send your complete application in English to our Human Resources Department (career@bkvibro.com).

B&K Vibro is an equal opportunity employer and all applicants will be considered for this position without regard to national origin, gender identity, sex, sexual orientation, color, religion, veteran or disability status.



www.bkvibro.com

Brüel & Kjær Vibro GmbH | Human Resources | Leydeckerstrasse 10 | 64293 Darmstadt | Germany | Email: career@bkvibro.com